

# Search Report from Ginger R. DeMille

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Search Report from Ginger R. DeMille

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S8 423800 INSTALL OR INSTALLS OR INSTALLATION  
S9 313625 CONSULTANT OR CONSULTANTS OR CONSULTING OR SALES  
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S16)  
S22 63 S3 AND S9(8N)(RECOMMEND? OR SUGGEST? OR ADVICE? OR ADVISIN-  
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S16)  
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? t26/3,k/all  
>>>KWIC option is not available in file(s): 58, 109, 241, 399

26/3,K/1 (Item 1 from file: 2)

DIALOG(R)File 2:INSPEC

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01804478 INSPEC Abstract Number: A82015662, B82011872

**Title: The calibration of a /sup 3/He spectrometer and its use to measure the neutron spectrum from an Am/Li source**

Author(s): Owen, J.G.; Weaver, D.R.; Walker, J.

Author Affiliation: Birmingham Radiation Centre, Univ. of Birmingham, Birmingham, UK

Journal: Nuclear Instruments and Methods in Physics Research vol.188, no.3 p.579-93

Publication Date: 15 Oct. 1981 Country of Publication: Netherlands

CODEN: NIMRD9 ISSN: 0167-5087

Language: English

Subfile: A B

Abstract: The response of a high pressure, gridded ionization counter containing /sup 3/He gas has been measured using monoenergetic neutron beams. Following a recommendation by an IAEA consultants' meeting, the counter has been used to measure the neutron spectrum from an Am/Li...

26/3,K/2 (Item 1 from file: 6)

DIALOG(R)File 6:NTIS

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1938056 NTIS Accession Number: DE96711771

**Varmeforbruget i 1992/93 i ejendomme omfattet af VKO-ordningen. (Heat consumption during 1992/93 in properties covered by the VKO system)**

Varmekonsulentordningens Registreringsudvalg, Tastrup (Denmark).

Corp. Source Codes: 101777000; 9800678

Report No.: NEI-DK-2137

Mar 95 38p

Languages: Danish

Journal Announcement: GRAI9609; ERA9612

Danish.

Order this product from NTIS by: phone at 1-800-553-NTIS (U.S. customers); (703)605-6000 (other countries); fax at (703)321-8547; and email at orders@ntis.fedworld.gov. NTIS is located at 5285 Port Royal Road, Springfield, VA, 22161, USA.

NTIS Prices: PC A03/MF A01

The Danish firm of heating **consultants** (VKO) annually analyses the heating consumption of buildings covered by their services. Here a summary of the results of measurements from 11.000 buildings is given. **Suggestions** are offered as to how to improve the operation of the central heating plants in order to achieve energy savings and **data** on for water and **electricity consumption** in VKO properties are presented. (AB)

**26/3,K/3 (Item 2 from file: 6)**

DIALOG(R)File 6:NTIS

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1587516 NTIS Accession Number: DE91771871

**Forsoeg vedr. elbesparelser i boligsektoren - 1. aar. (Experiment concerned with saving electricity within the housing sector - 1st year)**

Kofod, C. ; Hansen, A. K.

Danske Elvaerkeres Forenings Udredningsafdeling, Lyngby.

Corp. Source Codes: 082815000; 9800127

Report No.: DEFU-TR-282

Feb 90 93p

Languages: Danish

Journal Announcement: GRAI9118; ERA9138

In Danish. EFP-87; EFP-88.

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NTIS Prices: PC A05/MF A01

... other cases the electricity consumption was registered on the radials that supplied the users. Danish **electricity supply** firms were also involved in **measuring** activities. The householders were divided into four groups. One group received all possible means of help for reducing their use of electricity in the way of information, **advice** and the tariff was raised by 40 oere per kWh, the second group received all means of help except **consultant** services, the third all means of help except the increase in tariff, and the fourth...

**26/3,K/4 (Item 3 from file: 6)**

DIALOG(R)File 6:NTIS

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1080011 NTIS Accession Number: DE83017846

**Volunteers for Energy Conservation. Final Report**

Los Angeles City, CA.

Corp. Source Codes: 078781000; 9511831

Sponsor: Department of Energy, Washington, DC.

Report No.: DOE/IR/10430-T1

16 Apr 81 17p

Languages: English

Journal Announcement: GRAI8405; NSA0800

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NTIS Prices: PC A02/MF A01

...other energy conservation programs. All goals were reached. Volunteers were trained by staff and energy **consultants** to provide a home energy survey. This is a survey in which the volunteer goes into a residence and examines their energy usage and **suggests** ways to conserve. The volunteers also had information on tax credits, low-interest loans, weatherization...  
... No. 21). Materials were left with the residents that provided the following information: how to **read** your meter; ways to save **energy**, both **gas** and electric; **use** of a water bag which was provided; and other information dependent on the clients' needs...

**26/3,K/5 (Item 4 from file: 6)**

DIALOG(R)File 6:NTIS

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0731881 NTIS Accession Number: PB-286 910/5/XAB

**Study of Consumer Automotive Preference with Regard to Fuel Economy Measures**

(Final rept. Jul 77-May 78)

Green, P. E. ; Rogers, P. W.

Rogers National Research, Inc., Sylvania, OH.

Sponsor: Transportation Systems Center, Cambridge, MA.; National Highway Traffic Safety Administration, Washington, DC.

Report No.: DOT-TSC-NHTSA-78/38; DOT-HS-803 547

Sep 78 50p

Languages: English

Journal Announcement: GRAI7902

Order this product from NTIS by: phone at 1-800-553-NTIS (U.S. customers); (703)605-6000 (other countries); fax at (703)321-8547; and email at orders@ntis.fedworld.gov. NTIS is located at 5285 Port Royal Road, Springfield, VA, 22161, USA.

NTIS Prices: PC A03/MF A01

**Study of Consumer Automotive Preference with Regard to Fuel Economy Measures**

...engines and manual transmissions to a greater extent. Share of market, market composition, source of **sales**, and owner loyalty are discussed. It is concluded that the General Motors Corporation downsizing of...

Descriptors: Automobiles; \* **Consumer** affairs; Weight(Mass); Fuel consumption; **Market** surveys; **Purchasing**; Profiles; Multivariate analysis; Decision making; **Sales**; Automotive transmissions; Automobile engines; Manufacturers; Dimensions; Reduction

Identifiers: **Fuel** economy; General Motors **Company**; Motor vehicles(1977 models); Motor vehicles(1976 models); Ford Motor Company;



Chrysler Corporation; Market shares...

**26/3,K/6 (Item 1 from file: 8)**

DIALOG(R)File 8:EI Compendex(R)

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01109845 E.I. Monthly No: EI8204034871 E.I. Yearly No: EI82098096

**Title: CALIBRATION OF A \*\*3He SPECTROMETER AND ITS USE TO MEASURE THE NEUTRON SPECTRUM FROM AN Am/Li SOURCE.**

Author: Owen, J. G.; Weaver, D. R.; Walker, J.

Corporate Source: Univ of Birmingham, Engl

Source: Nuclear Instruments & Methods in Physics Research v 188 n 3 Oct 15 1981 p 579-593

Publication Year: 1981

CODEN: NIMRD9 ISSN: 0167-5087

Language: ENGLISH

Abstract: The response of a high pressure, gridded ionization counter containing \*\*3He gas has been measured using monoenergetic neutron beams. Following a recommendation by an IAEA consultants' meeting, the counter has been used to measure the neutron spectrum from an Am/Li...

**26/3,K/7 (Item 2 from file: 8)**

DIALOG(R)File 8:EI Compendex(R)

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00783256 E.I. Monthly No: EI7901001682 E.I. Yearly No: EI79026151

**Title: EFFICIENT USE OF ELECTRICITY IN MOTOR DRIVES.**

Author: Knights, Derek E.

Corporate Source: Electr Res Assoc Ltd, Leatherhead, Surrey, Engl

Source: Electronics & Power v 23 n 11 Nov-Dec 1977 p 921-924

Publication Year: 1977

CODEN: ELPWAQ ISSN: 0013-5127

Language: ENGLISH

...Abstract: with an installed power rating of about 100 Gw; hence any small savings achieved in energy consumption by individual motors could collectively realise significant savings on a company and national scale, allowing expensive energy resources to be...

...over the equipment life to be obtained. The report will be of particular value in advising industry how to operate plant more efficiently and will enable manufacturers and consultants in this field to give guidance on increasing motor efficiency. It is hoped that by...

**26/3,K/8 (Item 1 from file: 103)**

DIALOG(R)File 103:Energy SciTec

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04635395 EDB-00-105801

**Title: Selecting appropriate energy efficiency indicators for the Thai Energy Conservation Promotion Programme. Final report**

Author(s)/Editor(s): Eichhammer, W.; Gruber, E.; Cremer, C.

Corporate Source: Fraunhofer-Institut fuer Systemtechnik und

Innovationsforschung (ISI), Karlsruhe (Germany)

Sponsoring Organization: Deutsche Gesellschaft fuer Technische

Zusammenarbeit GmbH (GTZ), Eschborn (Germany)

Search Report from Ginger R. DeMille

Publication Date: Jun 2000

(91 p)

Report Number(s): ETDE-DE-892

Order Number: DE20101650

Contract Number (Non-DOE): GTZ 81031866

Language: English

...Abstract: 4000 buildings and factories under the Compulsory Program, have to report every 6 months their **energy consumption data** to DEDP. Every 3 years **energy** audits have to be conducted by registered energy **consultants**, to identify energy saving opportunities, to set saving targets and to **recommend** energy conservation measures. Investments in energy efficient technologies are subsidized from an **Energy Conservation Fund**. **Data** from the **energy consumption** reports and the **energy** audit reports are **collected** in DEDP's database for further processing. The database is structured according to the Thai...

...provided by the auditing procedure the objective of the present work carried out by the **consultant** FhG-ISI for DEDP/BERC on behalf of the German Gesellschaft fuer Technische Zusammenarbeit (GTZ) was to **recommend** an appropriate set of energy efficiency indicators. This indicator set should allow DEDP to extract...

26/3,K/9 (Item 2 from file: 103)

DIALOG(R)File 103:Energy SciTec

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04289155 JP-98-OH0047; EDB-98-049570

**Title: Development of reader for the demand data from compound demand meter for power supply / demand (CDM). Development of recommended tools for load leveling in existing works**

Original Title: Denryoku jukyuyo fukugo keiki kara no demand data yomitori sochi no kaihatsu. Kisetu kojo no fuka heijunka suisho tool no kaihatsu

Author(s): Sakamoto, S. (Kansai Electric Power Co. Inc., Osaka (Japan))

Source: R and D News Kansai v 360. Coden: RDNKE3 ISSN: 0913-4352

Publication Date: 10 Oct 1997

p 25-27

Language: Japanese

**Title: Development of reader for the demand data from compound demand meter for power supply / demand (CDM). Development of recommended tools for load leveling in existing works**

Abstract: Kansai Electric Power has developed a system which reads the demand **data** for 30min. stored in the compound **demand meter for power supply / demand (CDM)**, and prints the load curves. It is for customers of high-voltage power of...

...than 500kW, where load management is less extensive than that in larger users, for initial **consulting** on improvement of load factor (**recommendation** of heat storage contracts). It is to be installed on the spot to display the...

26/3,K/10 (Item 3 from file: 103)

DIALOG(R)File 103:Energy SciTec

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03904549 DK-95-001811; EDB-95-148317

Search Report from Ginger R. DeMille

**Title: Heat consumption during 1992/93 in properties covered by the VKO system** (Varmekonsulentordningens Registreringsudvalg (Registration Committee for Heating Consultants Organization))

Original Title: Varmeforbruget i 1992/93 i ejendomme omfattet af VKO-ordningen

Original Series Title: VKO-Information, 37

Corporate Source: Varmekonsulentordningens Registreringsudvalg, Taastrup (Denmark)

Publication Date: Mar 1995

(38 p)

Report Number(s): NEI-DK-2137

Order Number: DE96711771

Language: Danish

**Abstract:** The Danish firm of heating **consultants** (VKO) annually analyses the heating consumption of buildings covered by their services. Here a summary of the results of measurements from 11.000 buildings is given. **Suggestions** are offered as to how to improve the operation of the central heating plants in order to achieve energy savings and **data** on for water and **electricity consumption** in VKO properties are presented. (AB)

**26/3,K/11 (Item 4 from file: 103)**

DIALOG(R)File 103:Energy SciTec

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03362328 DK-92-001507; EDB-92-125085

**Title: Handbook on consultative services within the field of energy. Vol. 7** (Denmark)

Original Title: Haandbog i energiraadgivning. Vol. 7 Procesudstyr

Author(s)/Editor(s): Moltke, J. (NESA (DK)); Weel Hansen, M. (dk-TEKNIK (DK)); Borup Jensen, J. (DEFU (DK)); Dahl Johansen, P. (Vestkraft (DK)); Johansson, M. (Dansk Energi Analyse (DK))

Corporate Source: Danske Elvaerkeres Forening, Copenhagen (Denmark)

Publication Date: Jan 1992

(103 p)

ISBN: 87-87071-15-0

Language: In Danish

...**Abstract:** described with emphasis laid on conditions which have a significant influence on energy consumption. Possible **recommendations** which **consultants** could give to firms on modes of reducing **energy consumption** are presented. Methods for **measuring**, and **measuring** schedules are also presented. (AB) (18 refs.)....

**26/3,K/12 (Item 5 from file: 103)**

DIALOG(R)File 103:Energy SciTec

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03362325 DK-92-001504; EDB-92-125082

**Title: Handbook on consultative services within the field of energy. Vol. 4** (Denmark)

Original Title: Haandbog i energiraadgivning. Vol. 4 Ventilation

Author(s)/Editor(s): Maagoee Petersen, P. (NESA (DK)); Andersen, H. (Koebenhavns Belysningsvaesen (DK))

Corporate Source: Danske Elvaerkeres Forening, Copenhagen (Denmark)

Publication Date: Jan 1992

(88 p)

Search Report from Ginger R. DeMille

ISBN: 87-87071-12-6

Language: In Danish

...Abstract: descriptions are presented of the principles of ventilation systems with emphasis on conditions that influence **energy consumption**, including the **use** of both heat and **electricity**. **Measuring** equipment, schemes and schedules are presented for **consultant** use in addition to possible **recommendations** that could be given in various cases. (AB).

26/3,K/13 (Item 6 from file: 103)

DIALOG(R)File 103:Energy SciTec

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03295631 EDB-92-058388

**Title: Issues in free rider ratio estimation**

Author(s): Lui, D.W.; Fang, J.M. (Illinois Commerce Commission, Springfield (United States))

**Title: ACEEE 1990 summer study on energy efficiency in buildings: Proceedings. Volume 6, Program evaluation**

Conference Title: 6. American Council for an Energy-Efficient Economy (ACEEE) summer study on energy efficiency in buildings

Conference Location: Pacific Grove, CA (United States) Conference Date: 26 Aug - 1 Sep 1990

Publisher: Washington, DC (US) American Council for an Energy-Efficient Economy

Publication Date: 1990

p 6.91-6.97 (286 p)

Report Number(s): CONF-900833-Vol.6

Language: In English

...Abstract: participant survey approach in various applications. Other estimation techniques such as the controlled analysis of **energy use** and the **use** of dealer **sales** and inventory **data** are also discussed. For remedial measures of the survey approach, this paper **recommends** that the phrasing of questionnaires be changed to the yes or no format from the...

...what a participant would have done in the absence of a program. This paper also **suggests** that multiple questions be included in the survey to probe free riding tendency from several perspectives and that, if practical, dealer **sales** and inventory data be used to derive free rider estimates in conjunction with the survey...

26/3,K/14 (Item 7 from file: 103)

DIALOG(R)File 103:Energy SciTec

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03125468 DK-91-001241; EDB-91-062903

**Title: Experiment concerned with saving electricity within the housing sector - 1st year**

Original Title: Forsoeg vedr. elbespareser i boligsektoren - 1. aar

Author(s)/Editor(s): Kofod, C.; Hansen, A.K.

Corporate Source: Danske Elvaerkeres Forenings Udredningsafdeling (DEFU), Lyngby (Denmark)

Publication Date: Feb 1990

(83 p)

Report Number(s): DEFU-TR-282

Search Report from Ginger R. DeMille

Order Number: DE91771871

Contract Number (Non-DOE): EM-1223/87-18; EM-1223/88-17

Language: In Danish

...Abstract: other cases the electricity consumption was registered on the radials that supplied the users. Danish **electricity supply** firms were also involved in **measuring** activities. The householders were divided into four groups. One group received all possible means of help for reducing their use of electricity in the way of information, **advice** and the tariff was raised by 40 oere per kWh, the second group received all means of help except **consultant** services, the third all means of help except the increase in tariff, and the fourth...

26/3,K/15 (Item 8 from file: 103)

DIALOG(R)File 103:Energy SciTec

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02082543 CANM-87-000505; EDB-88-025265

**Title: Greater Winnipeg Gas Company application to amend Board Order No. 97/87 that approved rates flowing from Board Order No. 89/87**

Corporate Source: Manitoba Public Utilities Board, Winnipeg (Canada)

Publication Date: 2 Jul 1987

p v

Report Number(s): MPUB-109/87

Language: English

**Title: Greater Winnipeg Gas Company application to amend Board Order No. 97/87 that approved rates flowing from Board Order...**

...Abstract: flowing from Order No. 89/87 are to be applied. Specifically, these changes apply to **Buy / Sell customers** and to the application of new rates. The rates set out in Order No. 97...

...component for November 1, 1986 to May 31, 1987. Since rates that are applicable to **Buy / Sell customers** should not contain the ''catch-up'' component, the Company provided a new schedule of rates...

...from the text of Order No. 97/87 that read ''all billings based on meter **readings** for all **gas consumed** on and after June 1, 1987.'' This would require a proration of the rates. Since...

...Major Descriptors: NATURAL GAS -- **SALES**

26/3,K/16 (Item 9 from file: 103)

DIALOG(R)File 103:Energy SciTec

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01826438 ERA-11-047843; EDB-86-150317

**Title: Analysis of a cooling and heat pump rebate program**

Author(s): Lowry, P.; Robertson, C.

Affiliation: City Water, Light and Power, Springfield, IL

**Title: Energy conservation program evaluation: practical methods, useful results. Volume 2. Sessions 12-28**

Corporate Source: Argonne National Lab., IL (USA) Bonneville Power Administration, Portland, OR (USA) Illinois Dept. of Energy and Natural Resources, Springfield (USA) USDOE, Washington, DC

Conference Title: 2. national conference on energy program evaluation

Conference Location: Chicago, IL, USA Conference Date: 19 Aug 1985

Publication Date: 1985

p 108-119

Search Report from Ginger R. DeMille

Report Number(s): CONF-8508111-Vol.2  
Order Number: DE86011426  
Language: English

...Abstract: The computer evaluation described analyzes the effects of the rebate program on the utility's **demand** and **energy sales**. It also provides useful **measurements** of the cost effectiveness of the rebates. The paper furnishes examples of how the analysis is useful in program planning. It also **suggests** ways in which the evaluation results may be helpful to utility personnel who are not...

26/3,K/17 (Item 10 from file: 103)  
DIALOG(R)File 103:Energy SciTec  
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01752546 NET-84-00268; EDB-86-076237

**Title: Production functions and tract rents in Western U.S. surface coal mining**

Author(s): Jones, D.W.; Hillsman, E.L.; Lee, R.; Foust, C.B.

Affiliation: Oak Ridge National Lab., TN (USA)

Source: Resour. Energy (Netherlands) v 8:1. Coden: RESND

Publication Date: Mar 1986

p 35-61

Contract Number (DOE): AC05-84OR21400

Language: English

...Abstract: region. Cobb-Douglas and constant elasticity of substitution production functions were estimated for twenty mines **using data** on capital, labor, and **energy** inputs from 1982 operations, and **data** describing tract geological characteristics. Several prominent results appear. The mines exhibit constant returns to scale...

...the data base and the statistical nature of the estimate of 12.5%, it is **suggested** that the current federal royalty rate of 12.5% probably extracts a share of **sales** revenue very close to the government's 'proper' share as owner of the tract. Sensitivity...

26/3,K/18 (Item 11 from file: 103)  
DIALOG(R)File 103:Energy SciTec  
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01732953 AIX-16-079956; ERA-11-018569; EDB-86-056632

**Title: Absolute measurement of the /sup 235/U fission cross-section at 4.45 MeV neutron energy using the time-correlated associated particle method (TCAPM)**

Author(s): Arlt, R.; Herbach, C.M.; Josch, M.

Affiliation: Technische Univ., Dresden, German Democratic Republic

**Title: Nuclear standard reference data. Proceedings of an advisory group meeting held at the Central Bureau for Nuclear Measurements, Joint Research Centre, Commission of the European Communities, Geel 12-16 November 1984**

Corporate Source: International Atomic Energy Agency, Vienna (Austria)  
Nuclear Energy Agency, 75 - Paris (France). Nuclear Data Committee  
Technische Univ., Dresden (German Democratic Republic)

Conference Title: Advisory group meeting on nuclear standard reference data

Conference Location: Geel, Belgium Conference Date: 12 Nov 1984

Publication Date: Jun 1985

p 174-181

Search Report from Ginger R. DeMille

Report Number(s): IAEA-TECDOC-335; CONF-8411118-

Order Number: DE86780399

Language: English

Abstract: Following the **recommendations** of the IAEA **Consultant 's** Meeting on the /sup 235/U Fast Neutron Fission Cross Section at Smolenice 1983 the /sup 235/U fission cross-section was **measured** absolutely at a neutron **energy** of (4.45 +- 0.20) MeV **using** the time correlated associated particle method. Neutrons were produced in the D(d,n) /sup...

26/3,K/19 (Item 12 from file: 103)

DIALOG(R)File 103:Energy SciTec

(c) 2004 Contains copyrighted material. All rts. reserv.

01625421 ERA-10-042171; EDB-85-132197

**Title: Trends in energy use in California since the oil embargo: how much conservation and why.**

Author(s): Messenger, M.; Harris, J.; Blumstein, C. (eds.)

Affiliation: California Energy Commission, Sacramento, CA

**Title: What works: documenting energy conservation in buildings**

Corporate Source: Lawrence Berkeley Lab., CA (USA) American Council for an Energy Efficient Economy, Berkeley, CA

Conference Title: Summer study in energy efficient buildings

Conference Location: Santa Cruz, CA, USA Conference Date: 22 Aug 1982

Publication Date: 1984

p 538

Report Number(s): CONF-820849-

Order Number: DE84014927

Language: English

...Abstract: efficiency achieved in the California housing and transportation stock between 1976 and 1980 are estimated, **using energy sales** and structural growth **data**. The results **suggest** that substantial drops in energy intensity have occurred through investment in new, more efficient housing...

26/3,K/20 (Item 13 from file: 103)

DIALOG(R)File 103:Energy SciTec

(c) 2004 Contains copyrighted material. All rts. reserv.

01394136 EDB-84-091934

**Title: Advice on natural gas policy**

Original Title: Advies aardgasbeleid

Series/Collection Title: Publikatie nr. 24

Publisher: Sociaal-Economische Raad, Hague, Netherlands

Publication Date: 1983

p 76

Language: Dutch

Abstract: Background of the **recommendation** for the use of the Dutch natural gas is the price policy, the **sales** policy and the production policy. The **recommendation** contains **data** and **uses** of the Dutch natural **gas** for the years 1977-1982. Surveys of the use of natural gas and other energy...

26/3,K/21 (Item 14 from file: 103)

DIALOG(R)File 103:Energy SciTec

(c) 2004 Contains copyrighted material. All rts. reserv.

01312432 EDB-84-010104

**Title: Energy advice - a macroeconomic necessity as a microeconomic problem**

Author(s): Zwintzsch, K.

Source: Gas (Munich) (Germany, Federal Republic of) v 33:2. Coden: GZRED

Publication Date: Mar-Apr 1982

p 86-91

Language: German

Abstract: Energy advice means to **advise** the households and small trades as to the most favourable way of employing energy for various sorts of heat demand (heating and water heating). This does not include the industrial **advices** by **consulting** engineers of the **gas supply** companies. **Energy advice** is not a substitutional **measure** for lacking competitiveness of the energy source. Proposals referring to application organization, selection of persons...

**26/3,K/22 (Item 15 from file: 103)**

DIALOG(R)File 103:Energy SciTec

(c) 2004 Contains copyrighted material. All rts. reserv.

01277122 ERA-08-054193; EDB-83-177126

**Title: Volunteers for Energy Conservation. Final report**

Corporate Source: Los Angeles, City of, CA (USA)

Publication Date: 16 Apr 1981

p 17

Report Number(s): DOE/IR/10430-T1

Order Number: DE83017846

Contract Number (DOE): FG01-80IR10430

Language: English

...Abstract: other energy conservation programs. All goals were reached. Volunteers were trained by staff and energy **consultants** to provide a home energy survey. This is a survey in which the volunteer goes into a residence and examines their energy usage and **suggests** ways to conserve. The volunteers also had information on tax credits, low-interest loans, weatherization...

...No. 21). Materials were left with the residents that provided the following information: how to **read** your meter; ways to save **energy**, both **gas** and electric; **use** of a water bag which was provided; and other information dependent on the clients' needs.

**26/3,K/23 (Item 16 from file: 103)**

DIALOG(R)File 103:Energy SciTec

(c) 2004 Contains copyrighted material. All rts. reserv.

00892073 AIX-13-659957; EDB-82-066916

**Title: Calibration of a <sup>3</sup>He spectrometer and its use to measure the neutron spectrum from an Am/Li source**

Author(s): Owen, J.G.; Weaver, D.R.; Walker, J. (Birmingham Univ. (UK). Radiation Centre)

Source: Nucl. Instrum. Methods Phys. Res. (Netherlands) v 188:3. Coden: NIMRD

Publication Date: 15 Oct 1981

p 579-593

Language: English



Search Report from Ginger R. DeMille

Abstract: The response of a high pressure, gridded ionization counter containing /sup 3/He gas has been measured using monoenergetic neutron beams. Following a recommendation by an IAEA consultants' meeting, the counter has been used to measure the neutron spectrum from an AM/Li...

26/3,K/24 (Item 1 from file: 144)

DIALOG(R)File 144:Pascal

(c) 2004 INIST/CNRS. All rts. reserv.

14676619 PASCAL No.: 00-0350058

**Temporal trends in energy intake in the United States: an ecologic perspective**

HARNACK L J; JEFFERY R W; BOUTELLE K N

Division of Epidemiology School of Public Health, University of Minnesota , Minneapolis, United States

Journal: The American journal of clinical nutrition, 2000, 71 (6)  
1478-1484

Language: English

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... States are perplexing because national survey data do not show clear patterns of change in energy intake or expenditure. Objective: Ecologic data regarding the quantities and types of foods and nutrients available in the United States between...

... cases, to be selecting lower-fat foods over higher-fat alternatives. In addition, availability and sales of reduced-energy and reduced-fat products have increased. Conclusion: Consistent with trends in overweight, most of the ecologic data reviewed suggest that energy intake has increased over the past several decades and is likely a major...

26/3,K/25 (Item 1 from file: 241)

DIALOG(R)File 241:Elec. Power DB

(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1067735 SUBFILE: EPRI TECHNICAL REPORT

**The High-Efficiency Laundry Metering and Marketing Analysis (THELMA) Project**

REPORT NUMBER: EPRI TR-109147-V10 VOL. 10 0062p.

CONTRACT/GRANT NO.: WO3872

DOCUMENT TYPE: Final Report

PUBLICATION YEAR: 1998 08

26/3,K/26 (Item 2 from file: 241)

DIALOG(R)File 241:Elec. Power DB

(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1065351 SUBFILE: EPRI TECHNICAL REPORT

**Microturbine Generator Test at Northern States Power Company**

REPORT NUMBER: EPRI TR-108297 0038p.

CONTRACT/GRANT NO.: WO4459-01

DOCUMENT TYPE: Final Report

PUBLICATION YEAR: 1997 09

PERFORMING ORG.: Northern States Power Company

**26/3,K/27 (Item 3 from file: 241)**

DIALOG(R)File 241:Elec. Power DB

(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1064772 SUBFILE: EPRI TECHNICAL REPORT

**Modeling Residential Customers' Heating System Choices**

REPORT NUMBER: EPRI TR-106530 0072p.

CONTRACT/GRANT NO.: WO3904-02

DOCUMENT TYPE: Final Report

PUBLICATION YEAR: 1996 07

PERFORMING ORG.: Freeman, Sullivan & Co.

**26/3,K/28 (Item 4 from file: 241)**

DIALOG(R)File 241:Elec. Power DB

(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1064583 SUBFILE: EPRI TECHNICAL REPORT

**SO2 Compliance and Allowance Trading: Developments and Outlook**

REPORT NUMBER: EPRI TR-107897 0136p.

CONTRACT/GRANT NO.: WO4129; RP4129

DOCUMENT TYPE: Final Report

PUBLICATION YEAR: 1997 04

PERFORMING ORG.: Keith D. White

**26/3,K/29 (Item 5 from file: 241)**

DIALOG(R)File 241:Elec. Power DB

(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1064130 SUBFILE: EPRI TECHNICAL REPORT

**Pinch Technology/Process Optimization**

REPORT NUMBER: EPRI CR-105238 0036p.

CONTRACT/GRANT NO.: RP3879-04

DOCUMENT TYPE: Center Report

PUBLICATION YEAR: 1995 05

PERFORMING ORG.: Linhoff March, Inc.

**26/3,K/30 (Item 6 from file: 241)**

DIALOG(R)File 241:Elec. Power DB

(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1059893 SUBFILE: EPRI TECHNICAL REPORT

**PWR Primary Water Chemistry Guidelines: Revision 3**

REPORT NUMBER: EPRI TR-105714 0170p.

CONTRACT/GRANT NO.: RP2493

DOCUMENT TYPE: Final Report

PUBLICATION YEAR: 1995 11

**26/3,K/31 (Item 7 from file: 241)**

DIALOG(R)File 241:Elec. Power DB

(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1051321 SUBFILE: EPRI TECHNICAL REPORT

**Market Infrastructure and Compact Fluorescent Lamps**

REPORT NUMBER: EPRI TR-102120 0072p.

Search Report from Ginger R. DeMille

CONTRACT/GRANT NO.: RP2597-31; RP3249  
DOCUMENT TYPE: Final Report  
PUBLICATION YEAR: 1993 03  
PERFORMING ORG.: Macro Consulting Inc

**26/3,K/32 (Item 8 from file: 241)**

DIALOG(R)File 241:Elec. Power DB  
(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1048421 EPRI ACCESSION NO: 2292800 SUBFILE: EPRI TECHNICAL REPORT  
**Proposed Testing Protocols for Commercial Kitchen Ventilation Research**  
REPORT NUMBER: EPRI CU-7210 0064p.  
CONTRACT/GRANT NO.: RP2890-08  
DOCUMENT TYPE: Final Report  
PUBLICATION YEAR: 1991 03  
PERFORMING ORG.: Underwriters Laboratories Inc.

**26/3,K/33 (Item 9 from file: 241)**

DIALOG(R)File 241:Elec. Power DB  
(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1047058 EPRI ACCESSION NO: 2152100 SUBFILE: EPRI TECHNICAL REPORT  
**TLWorkstation (TM) Code: Version 2.0, Volume 10: RNOISE Manual**  
REPORT NUMBER: EPRI EL-6420-V10 VOL. 10 0052p.  
CONTRACT/GRANT NO.: RP2025-01  
DOCUMENT TYPE: Final Report  
PUBLICATION YEAR: 1990 06

**26/3,K/34 (Item 10 from file: 241)**

DIALOG(R)File 241:Elec. Power DB  
(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1046567 EPRI ACCESSION NO: 2101400 SUBFILE: EPRI TECHNICAL REPORT  
**Sodium/Sulfur Battery: Supporting R&D on Sulfur-Side Components**  
REPORT NUMBER: EPRI GS-6718 0272p.  
CONTRACT/GRANT NO.: RP0128-11  
DOCUMENT TYPE: Final Report  
PUBLICATION YEAR: 1990 02

**26/3,K/35 (Item 11 from file: 241)**

DIALOG(R)File 241:Elec. Power DB  
(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1046486 EPRI ACCESSION NO: 2093300 SUBFILE: EPRI TECHNICAL REPORT  
**Development and Application of a Uniform Testing Procedure for Griddles**  
REPORT NUMBER: EPRI CU-6686-ERRATA VOL. CU 0100p.; VOL. ER  
CONTRACT/GRANT NO.: RP2890-03  
DOCUMENT TYPE: Final Report  
PUBLICATION YEAR: 1989 12

**26/3,K/36 (Item 12 from file: 241)**

DIALOG(R)File 241:Elec. Power DB  
(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1045756 EPRI ACCESSION NO: 2015800 SUBFILE: EPRI TECHNICAL REPORT

**Operation and Performance of Commercial Cool Storage Systems, Volumes 1 and 2**

REPORT NUMBER: EPRI CU-6561-V1 VOL. 01 0124p.; VOL. 02 0102p.  
CONTRACT/GRANT NO.: RP2732-05  
DOCUMENT TYPE: Special Report  
PUBLICATION YEAR: 1989 09

**26/3,K/37 (Item 13 from file: 241)**

DIALOG(R)File 241:Elec. Power DB  
(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1044731 EPRI ACCESSION NO: 1910100 SUBFILE: EPRI TECHNICAL REPORT  
**Analysis of Building Codes for Commercial Kitchen Ventilation Systems**  
REPORT NUMBER: EPRI CU-6321 0172p.  
CONTRACT/GRANT NO.: RP2033-21  
DOCUMENT TYPE: Final Report  
PUBLICATION YEAR: 1989 04

**26/3,K/38 (Item 14 from file: 241)**

DIALOG(R)File 241:Elec. Power DB  
(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1043728 EPRI ACCESSION NO: 1806300 SUBFILE: EPRI TECHNICAL REPORT  
**EPRI Seminar on Data Acquisition, Control, and Communications in Power Plants**  
REPORT NUMBER: EPRI NP-6078-SR 0548p.  
DOCUMENT TYPE: Proceedings  
PUBLICATION YEAR: 1988 11

**26/3,K/39 (Item 15 from file: 241)**

DIALOG(R)File 241:Elec. Power DB  
(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1042828 EPRI ACCESSION NO: 1709400 SUBFILE: EPRI TECHNICAL REPORT  
**Industrial Heat Pump Manual, Technical and Applications Resource Guide for Electric Utilities**  
REPORT NUMBER: EPRI EM-6057 0232p.  
CONTRACT/GRANT NO.: RP2783-11  
DOCUMENT TYPE: Final Report  
PUBLICATION YEAR: 1988 10

**26/3,K/40 (Item 16 from file: 241)**

DIALOG(R)File 241:Elec. Power DB  
(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1040725 EPRI ACCESSION NO: 1486900 SUBFILE: EPRI TECHNICAL REPORT  
**NDE and Mechanical Removal of Sludge in PWR Steam Generators, Volumes 1 and 2**  
REPORT NUMBER: EPRI NP-5563-V1 VOL. 01 0120p.; VOL. 02 0488p.  
CONTRACT/GRANT NO.: RP-S403-02; RP-S403-04; RP2755  
DOCUMENT TYPE: Final Report  
PUBLICATION YEAR: 1988 01

**26/3,K/41 (Item 17 from file: 241)**

DIALOG(R)File 241:Elec. Power DB

Search Report from Ginger R. DeMille

(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1040533      EPRI ACCESSION NO: 1466900      SUBFILE: EPRI TECHNICAL REPORT  
**Demand-Side Management, Volumes 4 and 5**  
REPORT NUMBER: EPRI EA/EM-3597-V4      VOL. 04 0132p.; VOL. 05  
CONTRACT/GRANT NO.: RP2381-04  
DOCUMENT TYPE: Final Report  
PUBLICATION YEAR: 1987 09

**26/3,K/42      (Item 18 from file: 241)**

DIALOG(R)File 241:Elec. Power DB

(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1037262      EPRI ACCESSION NO: 1107500      SUBFILE: EPRI TECHNICAL REPORT  
**Data Collection and Estimation for Multiple-Account and Mixed-Use  
Facilities: A Monograph From the COMSURV Project**  
REPORT NUMBER: EPRI EM-4884      0048p.  
CONTRACT/GRANT NO.: RP1216-09  
DOCUMENT TYPE: Final Report  
PUBLICATION YEAR: 1986 11

**26/3,K/43      (Item 19 from file: 241)**

DIALOG(R)File 241:Elec. Power DB

(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1034956      EPRI ACCESSION NO: 0862400      SUBFILE: EPRI TECHNICAL REPORT  
**Residential Load Forecasting for Small Utilities, Volume 2: Case Studies  
With Four Rural Cooperatives**  
REPORT NUMBER: EPRI EA-3805-V2      VOL. 02 0188p.  
CONTRACT/GRANT NO.: RP1985-01  
DOCUMENT TYPE: Final Report  
PUBLICATION YEAR: 1985 12

**26/3,K/44      (Item 20 from file: 241)**

DIALOG(R)File 241:Elec. Power DB

(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

1033002      EPRI ACCESSION NO: 0651500      SUBFILE: EPRI TECHNICAL REPORT  
**PCB Disposal Manual**  
REPORT NUMBER: EPRI CS-4098      0404p.  
CONTRACT/GRANT NO.: RP1263-14  
DOCUMENT TYPE: Final Report  
PUBLICATION YEAR: 1985 06

**26/3,K/45      (Item 21 from file: 241)**

DIALOG(R)File 241:Elec. Power DB

(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

0067142

**Weather Normalization Study for TVA**

CONTRACT/GRANT NO.: WO6110-01

RECORD TYPE: Contract

EPRI PROJECT STATUS: 02 Completed

INVESTIGATING ORG.: Electric Power Research Institute      (EPRI)

CONTACT: Membership Division

(650) 855-2411

Search Report from Ginger R. DeMille

PROJECT START DATE: 980427 PROJECT COMPLETION DATE: 990930

**26/3,K/46 (Item 22 from file: 241)**

DIALOG(R)File 241:Elec. Power DB

(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

0007756 EPRI ACCESSION NO: 0822200

**Load Forecasting for Small Electric Systems**

CONTRACT/GRANT NO.: WO1985-01; RP1985-01

RECORD TYPE: Contract

EPRI PROJECT STATUS: 02 Completed

INVESTIGATING ORG.: Electric Power Research Institute (EPRI)

CONTACT: Membership Division

(650) 855-2411

PERFORMING ORG.: Burns & McDonnell Consulting Engineers

PROJECT START DATE: 811002 PROJECT COMPLETION DATE: 931231

PUBLICATIONS: "Residential Load Forecasting for Small Utilities." Volume 1, Reference Guide. Final Report, EPRI EA-3805, RP1985-01, January 1985, 180 pp.; Volume 2, Case Studies With Four Rural Cooperatives. Final Report, EPRI EA-3805, RP1985-01, December 1985, 188 pp.; "Nonresidential Load Forecasting for Small Utilities, Reference Guide." Final Report, EPRI EM-5095, RP1985-01, March 1987, 216 pp.; "FORETELL: A Toolkit for Long-Term Forecasting." Results, First Use, FS8902A, February 1989, a one-page technology transfer document.

PRODUCT AVAILABILITY CODE: 4705

PRODUCTS: FORETELL Code, Long-Term Econometric Forecasting (Version 1.1, PC-DOS), RP1985-01. Available from EPRI Electric Power Software Center, (214) 655-8883. EPRI BAP Product No. 4716.

**26/3,K/47 (Item 1 from file: 624)**

DIALOG(R)File 624:McGraw-Hill Publications

(c) 2004 McGraw-Hill Co. Inc. All rts. reserv.

01005314

**NORTHEAST STATES SET UNIFORM SO<sub>2</sub>, NO<sub>x</sub>, CO<sub>2</sub> STANDARDS FOR AREA POWER SELLERS**

Utility Environment March 26, 1999; Pg 10; Number 3626

Journal Code: UER ISSN: 1503-9379

Section Heading: Emissions Control

Word Count: 849 \*Full text available in Formats 5, 7 and 9\*

**TEXT:**

... ISO New England, New York State and the PJM were developing such systems. It also **suggested** combine GPS tracking with similar systems for state renewables standards and making **use** of financial **data** on **power sales** to verify GPS **data**.

NESCAUM will review the standards and update them every five years. A first review will...

**26/3,K/48 (Item 2 from file: 624)**

DIALOG(R)File 624:McGraw-Hill Publications

(c) 2004 McGraw-Hill Co. Inc. All rts. reserv.

00976317

**New aggregators' strategies, tactics resist pigeonholing: Emerging techniques run the gamut from balancing customers' loads to looking for more than low price**

Electrical World November 1998; Pg 30; Vol. 212, No. 11

Search Report from Ginger R. DeMille

Journal Code: EW ISSN: 0013-4457  
Section Heading: Features  
Word Count: 1,162 \*Full text available in Formats 5, 7 and 9\*

BYLINE:  
By Elisa Wood

TEXT:

...name it.  
``There is no single way to go about doing this,'' says Boston-based **consultant** John Howat, who has set up aggregations of schools, chambers of commerce, banks, and retail...

... the group, also come in all shapes and sizes--from large utility subsidiaries to small **consulting** operations.

Typically, an aggregator brings together a group of customers, educates them about deregulation, compiles **data** on their **electricity usage**, issues a solicitation--and talks, talks, and talks some more with suppliers to try to...

... day. As a result, NEC wrangled savings of 10 to 14% over utility rates from **supplier** Select **Energy**, an unregulated marketing retail affiliate of Northeast Utilities, Berlin, Conn.

``By pairing up daytime users...

...negotiations

Such fancy footwork requires careful research, with aggregators often performing the arduous task of **collecting consumption** and load profile **data** from small **electricity consumers** who lack the sophisticated hourly interval meters of large manufacturers. ``One of the major costs get a handle on the size of the **market**. It's not yet clear how many **customers** are actually **buying** power through aggregations because participation is often optional for members. So a trade association may...

26/3,K/49 (Item 3 from file: 624)

DIALOG(R) File 624:McGraw-Hill Publications  
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00966581

**BUILD YOUR DREAM WORKSPACE**

Business Week October 12, 1998; Pg 154E4; Number 3599

Journal Code: BW ISSN: 0007-7135

Section Heading: Personal Business: TELECOMMUTING

Word Count: 1,268 \*Full text available in Formats 5, 7 and 9\*

BYLINE:  
Kate Murphy

TEXT:

... or UPS, which hardware stores carry for about \$200. These devices contain storage batteries and **supply** enough **power** so you can save **data** and safely shut down your equipment in case of an outage. They also regulate the...

... have work-at-home divisions (800 700-1100, [www.swbell.com/workathome](http://www.swbell.com/workathome)) that provide free **consulting**. Seek out such **advice** and talk to veteran telecommuters when devising your overall plan. Remember, great home offices require a lot of homework.

Ways To Save When Outfitting Your Office

Search Report from Ginger R. DeMille

Seek design ideas from **consultants** who work for home-furnishings retailers such as Ikea or Container Store

**Buy** chairs, desks, and file cabinets from office-furniture wholesalers or liquidators

Rather than **purchase** a separate copier, printer, scanner, and fax machine, use an all-in-one device that...

26/3,K/50 (Item 4 from file: 624)

DIALOG(R)File 624:McGraw-Hill Publications

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00921054

**EVEN WITH SLOWDOWN, MARKETER SALES TOP 1.2 BILLION FOR 1997, FIVE TIMES 1996**

Power Markets Week February 16, 1998; Pg 1

Journal Code: PMW

ISSN: 1078-9820

Section Heading: MARKETS--WEST

Word Count: 803 \*Full text available in Formats 5, 7 and 9\*

TEXT:

...volume is partly attributable to the normal seasonal pattern that can be seen in marketer **sales**: growth rates in quarters one and three are higher than in quarters two and four. In addition, fourth quarter 1997 was relatively warm. Pickel said Dept. of **Energy data suggest** fourth-quarter **demand** was about 10% below third-quarter demand.

Now that marketers account for roughly half the...

26/3,K/51 (Item 5 from file: 624)

DIALOG(R)File 624:McGraw-Hill Publications

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00866475

**SHOPPERS HIT A SPEED BUMP, BUT MAY REV UP AGAIN: The foundations for stronger growth are already in place**

Business Week July 28, 1997; Pg 25; Number 3537

Journal Code: BW

ISSN: 0007-7135

Section Heading: Business Outlook: U.S. ECONOMY

Word Count: 1,118 \*Full text available in Formats 5, 7 and 9\*

BYLINE:

BY JAMES C. COOPER & KATHLEEN MADIGAN

TEXT:

... tax refunds and unusually good weather. The latter drop in receipts represents the fall in **energy** prices. As the **consumer price data** show, **gas** prices plunged at a 26.6% annual rate last quarter. Cheaper energy has contributed to the slowdown in overall inflation (chart). As a result, households have greater **buying** power--a big reason why shoppers can bounce back.

Sales elsewhere strengthened as the quarter progressed. Furniture stores and building-material retailers posted healthy **sales** gains last quarter on top of solid advances in the first. Those increases reflect the...

... and the trends in the latest survey of homebuilders and in mortgage applications for home **purchases suggest** that home buying will remain at a high level in the second half. Through the...

26/3,K/52 (Item 6 from file: 624)



DIALOG(R)File 624:McGraw-Hill Publications  
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00835504

**ONSITE ENERGY AND A POWER MARKETER ALLY TO OFFER HELP WITH DIRECT ACCESS**

Power Markets Week February 3, 1997; Pg 6; Vol. 24, No.5

Journal Code: PMW ISSN: 1078-9820

Section Heading: POWER MARKETERS

Word Count: 268 \*Full text available in Formats 5, 7 and 9\*

**TEXT:**

... a power marketer headquartered in Bellevue, Wash., to offer direct access planning services.

Onsite, an **energy** services **company**, will provide **energy** efficiency services to PRM's industrial, commercial and institutional customers to help them reduce the amount of energy consumed before they start **buying** power.

Initially, **customers** will be **offered** strategic energy plans to determine the magnitude and variance of their current **energy** use. The **company** will map out ways to make that usage more efficient and to smooth out loads...

... will be free if the customer chooses follow-on services such as power management and **installation** of energy efficiency projects.

David Kolk, PRM's vice president of economics and regulatory affairs...

... power for these clients until next January, PRM, in alliance with Onsite, will gather load **data**, determine the kind of **power** **supply** needs they have, evaluate metering requirements and distribution facilities, educate them regarding federal and state...

... Co., Inc., is currently the agent for five Northwest public utilities and is managing wholesale **power** **supplies** that meet a peak load in excess of 1,000 MW.

**26/3,K/53 (Item 7 from file: 624)**

DIALOG(R)File 624:McGraw-Hill Publications  
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0704873

**Regulator controllers solve co-op's growth problems**

Electrical World October 1995; Pg 56; Vol. 209, No. 10

Journal Code: EW ISSN: 0013-4457

Section Heading: DISTRIBUTION

Word Count: 680 \*Full text available in Formats 5, 7 and 9\*

**BYLINE:**

By Hank Stein, TechWrite Editorial, Buffalo Grove, Ill.

**TEXT:**

... are electrically and mechanically interchangeable with the models they replaced. The retrofits are the largest **installation** so far of MJ-XTM voltage regulator control panels.

Magic Valley's Scada (supervisory control...

... voltages, and thus peak loads. This in turn reduces the peak loading charge from its **supplier**, Central **Power** & Light Co.

Search Report from Ginger R. DeMille

In the past, substation voltage controllers were read once per month. But the...

... Siemens controllers (Fig 3), the co-op can reduce peak loads in the power it **buys** from Central Power & Light, but still **sell** electricity to its **customers** with no degradation of service.

Several novel features

This **installation** is the first in which these controllers are connected to a utility's Scada system...

...own office when he wants to check up on how the system is performing.

The **installation** also is the first one to use a specific communications MJ-XTM protocol to match...

... load history. These data could prove highly useful for maintenance and repair operations.

The panels **use** 16-bit microprocessors to provide **power** and energy **monitoring**, forward and reverse settings, data/event logging, and two-way communications. The control panels are...

...along with other upgrade work on the distribution system.

Stuart Thomas, distribution engineer, feels the **installation** will be a big help in the cooperative's cost-saving efforts. Says Thomas, ``The...

... co-op's five-county service area and just across the border in Mexico. This **installation** will help us meet this growth (8% in 1994) and still keep our costs down...

26/3,K/54 (Item 8 from file: 624)

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0621319

**CONSUMERS SEEKS TO DISCONTINUE ALL EFFICIENCY SPENDING AFTER APRIL, 1995**

Electric Utility Week's Demand Side Report November 24, 1994; Pg 4

Journal Code: DSR

ISSN: 1065-8696

Section Heading: Regulation

Word Count: 894 \*Full text available in Formats 5, 7 and 9\*

TEXT:

... be in the future, or much less, what energy services they will be willing to **purchase**," Joos said.

`` **Consumers Power Company** does not need to **offer** financial assistance, either in terms of up-front money or rebates," Joos concluded.

``There are...

... the program, residential customers are eligible to receive a \$3 rebate for the purchase and **installation** of compact fluorescent light bulbs and customers with electric water heaters may further qualify for free **installation** of several **energy**-saving measures under the **company**'s free installations program.

For non-residential customers, Consumers Power has four new options:

Search Report from Ginger R. DeMille

-- Thermal...

... 200 per kW shifted during its summer peak demand if a commercial or industrial customer **installs** a chilled water, ice, or eutectic salts storage unit. The customer uses the stored cooling...

...lighting, motors, and agricultural equipment.

-- Custom Rebates--helps customers with specialized process technology needs to **install** energy-efficient electrotechnologies. Some examples include compressed air systems; refrigeration, heat recovery, interstage cooling, and...

... at \$0.07 per kWh for projected first-year kWh savings provided by the installed **measures**, as estimated by **Consumers Power**. To qualify, projects must provide first-year savings of at least 350,000 kWh.

-- Bright...

...Financing--a "paid-from-savings" financing option that provides capital for financing the purchase and **installation** of energy-saving equipment and technology and customers repay the capital investment through a portion ...

26/3,K/55 (Item 9 from file: 624)

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0474908

**GCC MINISTERS HIT TAXES, HOLD BACK ON A PRICE THREAT**

Platts Oilgram News March 16, 1993; Pg 1; Vol. 71, No. 52

Journal Code: PON ISSN: 0163-1284

Dateline: Sharjah

Word Count: 572 \*Full text available in Formats 5, 7 and 9\*

BYLINE:

Neil Fleming

TEXT:

... clear signal that producer prices are too low if western governments believe they can tax **oil**. **Consumers** are **ready** to take it (higher taxes), so they could take higher (crude) prices instead." OPEC has...

...recent months that western countries already earn more from oil taxation than producers make in **sales**, and the organization has tagged as "unfair" the subsidization in both the U.S. and western Europe of their coal and nuclear industries.

OPEC's more hawkish members already are **suggesting** that the taxes have more to do with diminishing the political power of oil producer...

26/3,K/56 (Item 10 from file: 624)

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0401538

**EPA REJECTS CERTIFICATION FOR NUGS; INDUSTRY PREDICTS FINANCING PROBLEM**

Search Report from Ginger R. DeMille

Independent Power Report July 3, 1992; Pg 14  
Journal Code: COG ISSN: 1049-0744  
Section Heading: RATES & REGULATION  
Word Count: 922 \*Full text available in Formats 5, 7 and 9\*

TEXT:

... consumed is other than fossil fuels. EPA proposes to use the 1985-87 baseline for **measuring** this annual **fuel consumption**. For units that began operation later, the agency would use the average of the first...

...before Nov. 15, 1990.

A utility would be able to create a loophole otherwise, EPA **suggested**, selling a unit to private interests or industrial sources "only to **buy** back the power through power- **sales** agreements," EPA said.

EPA proposed that projects that signed power- **sales** agreements by Nov. 15, 1990, for at least 30% of their output should be grandfathered...

26/3,K/57 (Item 11 from file: 624)  
DIALOG(R)File 624:McGraw-Hill Publications  
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0386001

**OTA SAYS AVAILABLE TECHNOLOGIES COULD SLASH ENERGY USE IN BUILDINGS**

Inside Energy With Federal Lands May 11, 1992; Pg 4  
Journal Code: IE ISSN: 0-278-2227  
Section Heading: Conservation  
Word Count: 601 \*Full text available in Formats 5, 7 and 9\*

TEXT:

... pricing changes and tax policy. Options range from directing DOE to expand research on the **measurement** and pricing of externalities associated with **energy** production, distribution and **consumption** to mandating the **measurement** and pricing of these externalities.

- Using the federal government's purchasing **power** to increase the **sales** and distribution of energy efficient technologies. OTA **recommendations** range from encouraging energy efficiency in federal buildings by upgrading procurement guidelines to instructing DOE...

26/3,K/58 (Item 12 from file: 624)  
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0353025

**PUBLIC POWER SLAMS CONSUMERS POWER 'SHAM ACCESS' PLAN; QFs MIFFED**

Inside FERC December 23, 1991; Pg 10  
Journal Code: FERC ISSN: 0-163-948X  
Section Heading: ELECTRIC POWER  
Word Count: 1,479 \*Full text available in Formats 5, 7 and 9\*

TEXT:

...by the D.C. Circuit Court of Appeals.

In a Nov. 20 filing (ER92-198), **Consumers** Power proposed a wheeling program based on **buy / sell** arrangements whereby it would enter into new **purchase** agreements with third-party generation sources and sell the

power through existing interconnection/operating agreements...

... provides no relief in that it merely announces that Consumers Power is "willing to purchase **energy** and capacity from unidentified **suppliers** and sell it to purchasers who have interconnection agreements . . . so long as the suppliers meet...

... would institute a two-year interim gas inventory charge, a reconciliation surcharge for customers converting **sales demand** to transportation, a tracker for Canadian **gas - supply demand** charges and various comparability **measures** (IF, 1 July, 1).

The problem is that comments on the settlement were both numerous...pay controversy on the Tennessee system"; Tennessee "appears to have made progress toward comparability of **sales** and transportation services"; and resolution of a number of proceedings would enable Tennessee and its...

**26/3,K/59 (Item 13 from file: 624)**

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0232441

**INDUSTRY TASK FORCE OFFERS GUIDE NEEDED TO MEET OPEN-ACCESS ROLE**

Inside FERCs Gas Market Report July 20, 1990; Pg 1

Journal Code: GMR ISSN: 8756-3711

Section Heading: Market Watch

Word Count: 1,555 \*Full text available in Formats 5, 7 and 9\*

BYLINE:

Louise Klee

TEXT:

...be clearly stated and understood," the report says.

In the area of contracts, the report **suggests** that "standard contract provisions" be incorporated into **sales / purchase**, transportation and joint-operating agreements, and it offers standard contract forms for each of those...

... The use of ANSI X12 data standards and standard contract formats also will allow the **gas** industry to begin **using** EDI, or Electronic **Data** Interchange, to conduct its business, the task force points out.

"The concept of EDI will...GAS\*FLOW language. Common entity codes also are needed, the report says, noting that the **Petroleum** Information **Data** Exchange has recommended **using** the "Dunns plus four" code.

"Dunns plus four" identifies specific companies through a unique nine  
...

**26/3,K/60 (Item 14 from file: 624)**

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0090193

**NATURAL, CUSTOMERS DISSATISFIED WITH FERC ORDER ON INVENTORY CHARGE**

Inside FERC September 12, 1988; Pg 6

Journal Code: FERC ISSN: 0-163-948X

Search Report from Ginger R. DeMille

Section Heading: Gas Rates

Word Count: 680 \*Full text available in Formats 5, 7 and 9\*

TEXT:

... gas price signals," Stalon maintained, because customers must consider whether they have achieved their threshold **purchase** levels with the pipeline in comparing system **sales** with third-party gas.

A deficiency-based charge also "**suggests** that pipelines have not unbundled their merchant-function rates" because there is no cost associated...

... attention on the development of demand-type charges which explicitly recognize the costs of standing **ready** to **supply** natural **gas** upon request."

?

Search Report from Ginger R. DeMille

? show files;ds

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(c) 2000 Kalorama Info Inc  
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Set	Items	Description
S1	848	(ENERGY OR POWER) (3N) (SERVICE OR CONSULTANT OR CONSULTING - OR RECOMMEND? OR SUGGEST?) (S) (INSTALL?) (S) (ANALYZ? OR ANALYS? OR TRACK? OR MONITOR?) (S) (UPGRADE? OR UPGRADED OR NEW OR REPL- ACEMENT OR REPLACE)
S2	612	S1(S) (EQUIPMENT OR MACHINE OR DEVICE)
S3	520	S2(S) (USE OR USAGE)
S4	307	S3(S) (INSTALLATION)
S5	23	S4 AND (ENERGY OR GAS OR ELECTRICITY OR FUEL)/TI
S6	23	RD (unique items)
S7	0	S4 AND CONSULTANT/TI
S8	0	S4 AND CONSULTING/TI
S9	121320	(INSTALL?) (2N) (EQUIPMENT OR MACHINE OR DEVICE)
S10	135	S1 AND S9
S11	73	S10 NOT PY>2000
S12	72	RD (unique items)
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S2	66664	S1(6N) (USE OR USAGE OR CONSUMPTION OR CONSUME? OR CONSUMMI-NG OR SUPPLY OR USES OR USING OR EXPEND? OR DEMAND)
S3	5980	S2(6N) (MONITOR? OR COLLECT? OR MEASUR? OR METRIC? OR READ? OR DATA OR COMPUTE OR COMPUTE OR COMPUTES OR COMPUTING)
S4	16198	S1(6N) (SUPPLIER? OR DISTRIBUTOR? OR VENDOR? OR MERCHANT? OR COMPANY OR SUPPLIES OR PRODUCER? OR MANUFACTURER?)
S5	271558	CONSUMER? OR CUSTOMER? OR HOMEOWNER? OR HOME()OWNER? OR RE-NTER? OR USER OR CLIENT OR ACCOUNTHOLDER? OR ACCOUNT()HOLDER?
S6	67829	S5(8N) (SELL OR SELLING OR SELLS OR MARKET OR MARKETS OR OF-FER? OR ADVERTIS? OR TELEMARKE? OR RECOMMEND? OR SUGGEST?)
S7	4851	S6(8N) (PURCHASE OR PURCHASES OR PURCHASING OR BUY OR BUYS - OR BUYING)
S8	37122	INSTALL OR INSTALLS OR INSTALLATION
S9	199172	CONSULTANT OR CONSULTANTS OR CONSULTING OR SALES
S10	3343	DS
S11	13	S3 AND S4 AND S7 AND (S8 OR S9)
S12	679	S3 AND S9
S13	5	S8 AND S11
S14	675	S12 NOT S13
S15	27	S2(3S)S4(3S)S7(3S) (S8 OR S9)
S16	77	S3(S)S9
S17	30834	(UPGRADE? OR UPGRADING OR NEW OR REPLACE? OR REPLACING) (1W- ) (SYSTEM OR TECHNOLOGY)
S18	76	S14(3S)S16
S19	75	RD (unique items)
S20	1	S3(S)S9(6N) (RECOMMEND? OR SUGGEST? OR ADVICE? OR ADVISING? OR ADVISE?) (6N) (S8 OR PURCHASE? OR BUY OR BUYS OR BUYING) (6N) - S16
S21	4	S3(2S)S9(6N) (RECOMMEND? OR SUGGEST? OR ADVICE? OR ADVISING? OR ADVISE?) (6N) (S8 OR PURCHASE? OR BUY OR BUYS OR BUYING OR - S16)
S22	7	S3 AND S9(8N) (RECOMMEND? OR SUGGEST? OR ADVICE? OR ADVISIN-G? OR ADVISE?) (8N) (S8 OR PURCHASE? OR BUY OR BUYS OR BUYING OR S16)
S23	7	RD (unique items)
S24	2273	S10 NOT PY>2000
S25	2246	RD (unique items)
S26	2272	S24 NOT (S18 OR S22)
S27	115	S11 OR S13 OR S15 OR S16 OR S19:S23
S28	79	S27 NOT PY>2000
S29	76	RD (unique items)

? t29/3,k/all

29/3,K/1 (Item 1 from file: 13)

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1182215 Supplier Number: 02607795 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Let your customers design your website**

(There is new software available that lets companies track customer

Search Report from Ginger R. DeMille

activity on their Web sites and make adjustments accordingly)  
Article Author(s): Perry, Phillip M  
Photo Marketing, v 75, n 8, p 27,28  
August 2000  
DOCUMENT TYPE: Journal ISSN: 0031-8531 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 1920

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...their first solution, or who rely heavily on their Web presence and need to begin **using** better tools. ... the real **power** comes when Web traffic **data** is combined with other corporate databases, such as **sales** automation systems, accounting systems, and inventory systems. In correlating all these rich data sources, businesses...

...tracks visitor traffic patterns can give a clear picture."  
In the quest for the best **sales** punch per hyperlink, you can bet the solution to website design for many click-and...

29/3,K/2 (Item 2 from file: 13)

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1181348 Supplier Number: 02596664 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**IT is critical for energy companies that want to expand their reach --**

**Information: The Most Valuable Asset**

(Amerada Hess is among other energy companies that has discovered that its information is possibly more valuable than the oil and gas resources it has at its disposal)

Article Author(s): Sweat, Jeff  
Information Week, n 803, p 213-220  
September 11, 2000  
DOCUMENT TYPE: Journal ISSN: 8750-6874 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 2516

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...than the asset itself," says Richard Ross, CIO of Amerada Hess Inc., a \$7 billion **petroleum company** in New York. To Amerada Hess-which has almost 50 E-business projects under way, compared with a handful six months ago-that means **data** about **consumers**, distribution, **fuel** deposits, even risk positions. The information becomes currency as valuable as crude oil, but easier...

...represents the chance for energy companies to transform themselves into something that barely resembles an **energy company**.

The physical assets that once helped **energy** companies dominate the economy are almost a liability in the new economy. A company tied...

...information about energy," Ross says.

Amerada Hess, for example, has more than \$1 billion in **oil** inventory. The **company** can take that into the market and use it to help buy other services. When...

Search Report from Ginger R. DeMille

...can also bundle in options against alternative energy projects to hedge against drastic changes in **supply** .

The most extreme example of an **energy company** stepping away from the physical is Enron Corp., which has set up an online exchange **buying** and **selling** energy as a commodity. With that model, **customers** need never physically receive the oil or gas; they can buy or sell according to...

...it segment its customer base to target specific prospects with marketing offers. It's considering **sales** -force automation, data mart, and analytic packages to acquire, but probably won't adopt a...

...so not surprisingly the companies most interested in it are those with large retail gasoline **sales** . Other companies beginning to implement CRM include those that sell fuel and services to other...

...customer-management systems flung across different departments and regions. Schlumberger Ltd., an \$8.40 billion **oil services company** in New York, recently adopted Siebel's eBusiness suite to replace a wide spectrum of customer-management tools- **sales** -force-automation packages, Web sites, and directory-assistance applications-that dotted the company.

These grew...

...Global information exchange may be the single most pressing demand for IT in energy companies. **Oil** exploration and production stretch a **company** 's geographic limits; large **oil** companies can have exploration or drilling projects running simultaneously in West Africa, Brazil, and Thailand...

...in place that will let us do more collaboration," says Gene Batchelder, CIO at Phillips **Petroleum Co.**, a \$13.8 billion **oil company** in Bartlesville, Okla. Many of the poorer, more remote countries have almost nothing in the way of IT, so an **energy company** wanting to do business there has to build its own infrastructure-everything short of actually...  
Senior IT executive in current position 2 years, 4 months  
DATA: INFORMATIONWEEK RESEARCH

INNOVATION SCORING **ENERGY**

Rank	Company	Technology strategy	E-business strategy
13	Enron Corp.	Gold	Gold
75	Chevron Corp.	Silver	Gold
91	Amerada Hess...		

29/3,K/3 (Item 3 from file: 13)

DIALOG(R)File 13:BAMP

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1178621 Supplier Number: 02575318 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Shop Smart**

(The advent of electrical deregulation means that health care facilities will need to more vigilant than ever about managing energy efficiently)

Article Author(s): Sandrick, Karen

Health Facilities Management, v 13, n 4, p 16-24

April 2000

DOCUMENT TYPE: Journal ISSN: 0899-6210 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 3247

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...daily electrical usage data, and he has obtained enhancements to his building management system to **monitor** and summarize actual performance of high- **energy** - using chillers.

Cotten is recording and archiving electrical usage year-round and steam utilization during the...thing you can do even before deregulation hits your state," Costello adds.

Accurate and detailed **energy usage data** helps in negotiating with **energy** suppliers, says Dan Doyle, vice president of Grumman/Butkus, an **energy consulting** firm in Evanston, Ill. "Suppliers want to see information on a facility's energy-consuming systems for cooling and heating; they want to see profiles on a consumption and **demand** basis when they're negotiating **electricity** purchase contracts," Doyle says.

Modifying **energy usage**

**Energy** audit **data** is essential for developing the kind of energy load profiles that will be rewarded with...

29/3,K/4 (Item 4 from file: 13)

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1176950 Supplier Number: 02555970 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**The price of power**

(Hotel owners will be greatly affected by the deregulation of the power industry; differences will depend on the location of the hotels and can lead to cost savings and better use of energy)

Article Author(s): Walsh. John P

Hotel & Motel Management, v 215, n 14, p 149,151

August 14, 2000

DOCUMENT TYPE: Journal ISSN: 0018-6082 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1590

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...Peter Noland, president of Energy Communications Services in Plano, Texas.

photos omitted

According to Noland, **collecting electricity - usage data**, which is part of a utility bill analysis, is a good start for being proactive...

...energy manager. Some organizations, such as the California Hotel & Motel Assn., have hired an **energy consulting** firm to help hotels **monitor** their **energy use**, see where they are **using energy**, and where they are wasting it, and to see if they are getting billed properly. Even smaller hotels that do not have an energy manager can have an **energy consulting** firm compile **energy usage data** for a nominal fee.

Difficult issues

A review of the states that have moved toward...

**29/3,K/5 (Item 5 from file: 13)**

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1171352 Supplier Number: 02503313 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Picture This**

(At hospitals like Augusta Medical Center, information specialists, finance officers, administrators and materials managers are now closely involved in the purchasing of PACS (picture archiving and communication systems); many facilities are establishing software-only service agreements, rather than full-service ones, with PACS vendors)

Article Author(s): Sandrick, Karen

Materials Management in Health Care, v 9, n 6, p 24-26

June 2000

DOCUMENT TYPE: Journal ISSN: 1059-4531 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1962

(USE FORMAT 7 OR 9 FOR FULLTEXT)

**TEXT:**

...the pieces in a PACS system are modular, and you have to either replace a **power supply** or **monitor** or a new RAID (Redundant Array of Inexpensive Disks, which account for the speed and...  
...time, we find the problem, order the parts over the phone and have an engineer **install** them the next day."

For hospitals that opt for a full-service contract with a PACS vendor, **consultant** Mitchell Goldburgh **recommends** including specific terms of service, such as a definition of the effect of maintenance on...

**29/3,K/6 (Item 6 from file: 13)**

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1166631 Supplier Number: 02446536 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Brand Endorsement, Popularity, and Event Sponsorship as Advertising Cues Affecting Consumer Pre-Purchase Attitudes: Part 1 of 2**

(Article discusses a study that focused on the ability of 3 advertising cues, namely, brand popularity, event sponsorship and third-party product endorsement to affect consumer perceptions regarding uniqueness, product quality, manufacturer esteem and corporate citizenship; that the 3 cues do not significantly interact with each other is a finding)

Article Author(s): Dean, Dwane Hal

Journal of Advertising, v 28, n 3, p 1-12

Fall 1999

DOCUMENT TYPE: Journal ISSN: 0091-3367 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 4134

(USE FORMAT 7 OR 9 FOR FULLTEXT)

**TEXT:**

...would appear to rank high on expertise (having access to testing laboratories and industry expert **consultants** ) and trustworthiness (being

Search Report from Ginger R. DeMille

a non-profit organization and accepting no advertising). To the extent that ...

...affect QUALITY, UNIQUE, and ESTEEM is inferred from trade reports of sharp changes in product **sales** following new media coverage of J. D. **Power Company** and **Consumer Reports** product quality ratings. Also, the study of Fireworker and Friedman (1977) found that a...

**29/3,K/7 (Item 7 from file: 13)**

DIALOG(R)File 13:BAMP

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1166593 Supplier Number: 02441722 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Six Myths of Information and Markets: Information Technology Networks, Electronic Commerce, and the Battle for Consumer Surplus: Part 2 of 4 parts**

(Six myths and counter-myths of information technology and consumer markets are examined; includes myth that open IT network architectures reduce prices and benefit buyers with reduced reliance on supplier hierarchies)

Article Author(s): Grover, Varun; Ramanlal, Pradipkumar

MIS Quarterly, v 23, n 4, p 465-495

December 1999

DOCUMENT TYPE: Journal ISSN: 0276-7783 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 3682

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...5 \$10

Market Price \$10

Marginal Cost \$4

Under this scenario, customer 1 **purchases** from supplier A and **customer** 2 from supplier B because in each case **market** price does not exceed the reservation price. In contrast, 1 will not purchase from B...

...which is generic), suppliers must have incentives to lower prices with the potential to increase **sales** and profits. However, neither supplier has an incentive to lower the price below \$10 because...

...each supplier's surplus from \$6 to \$3. It is evident from this example that **suppliers** can **use** the pricing **power** of the unique components (x and z) to extract from consumer's surplus on the...

**29/3,K/8 (Item 8 from file: 13)**

DIALOG(R)File 13:BAMP

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1161015 Supplier Number: 02391636 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Going virtual: Utilities and the e-business revolution**

(Utilities are now facing an increasing amount of competition and online transactions are opening up a new area of competition and new business models)

Article Author(s): Allen, Dwight; Hillstrand, Kris

Electric Light & Power, v 78, n 2, p 17-18

Search Report from Ginger R. DeMille

February 2000

DOCUMENT TYPE: Journal ISSN: 0013-4120 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2596

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...Utility.com also offers advice on bill-reduction options to customers who agree to the **installation** of an advanced CellNet meter. Information from the meter allows Utility.com to analyze usage...

...lower than traditional utility customer-service costs."

Like Utility.com, Essential.com is a licensed **energy supplier**, and it provides online billing, account management, and **usage** analysis. However, it does not provide **electricity** and gas under its own name. It resells electric service from AllEnergy, the competitive retail...

...gas service from EnergyUSA, the competitive retail subsidiary of NiSource. Essential.com plans to offer **electricity** and **gas** from other **suppliers**.

Essential.com offers a choice of vendors under each of several other categories of products...

...Like a supermarket, Essential.com hopes customers entering to buy one thing will decide to **buy** another, and it **offers** price breaks for multiple **purchases**. For example, a **customer** ordering local and long distance phone service along with electricity gets a \$100 bonus instead...

...50 bonus for ordering electricity alone.

Figure 1. Projected U.S. on-line B2B energy **sales**

	Natural gas	Electricity
1999	10	1
2004	165.9	100.5

Source: Deloitte Research, Forrester...

29/3,K/9 (Item 9 from file: 13)

DIALOG(R)File 13:BAMP

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1157392 Supplier Number: 02389713 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**A valuable lesson**

(Industrial distributors are placing more emphasis than ever on providing value-added services to customers and documenting their dollar impact)

Article Author(s): Srikonda, Susan L P

Industrial Distribution, v 89, n 3, p 69

March 2000

DOCUMENT TYPE: Journal ISSN: 0019-8153 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1942

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...the customers the dollar impact of those solutions," Underhill says.

"They become almost like a **consultant** partner to that business.

Distributors need to train them on how to sell solutions as well as they've

been trained to **sell** product."

The end- **user** perspective

In its November 18, 1999, issue, **Purchasing** Magazine, another Cahners Business Information publication, reported the results of a survey that confirmed end...

29/3,K/10 (Item 10 from file: 13)

DIALOG(R)File 13:BAMP

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1155450 Supplier Number: 02341144 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Tracking systems validate electricity claims**

(The importance of information and its dissemination to consumers will become increase as the electricity market is restructured)

Article Author(s): Alexander, Lawrence; Abe, Jonathan; Clark, Christopher  
Electric Light & Power, v 78, n 1, p 8  
January 2000

DOCUMENT TYPE: Journal ISSN: 0013-4120 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 986

ABSTRACT:

...markets. This underscores the importance of developing legitimate tracking systems to validate claims made by **power** marketers about their **electricity** products and **supply** portfolios. These systems are needed to **monitor** compliance not only with disclosure and certification, but also with policies such as renewable fuel...

...which require retail power marketers to include renewable energy as a portion of their electricity **sales**. An example of a tracking approach is tagging, whereby a green power marketer is allowed...

29/3,K/11 (Item 11 from file: 13)

DIALOG(R)File 13:BAMP

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1152940 Supplier Number: 02316961 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Information services: how ESCOs can flourish after deregulation**

(There are many benefits for those energy service companies (ESCOs) that offer cogeneration and on-site utilities services or products)

Article Author(s): Molino, Dean P  
Power Economics, v 4, n 1, p 33-34  
January 2000

DOCUMENT TYPE: Journal ISSN: 1367-1707 (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2316

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...they start up diversified activities. Or a combination of the three. Many utilities then hired **consultants** to complete re-engineering and restructuring programmes often designed to cut costs and supply funds...

...pricing

\* Electrical generation, transmission and distribution services



Search Report from Ginger R. DeMille

- \* Energy audits
- \* Energy monitoring
- \* Energy procurement assistance
- \* Equipment **installation**
- \* Equipment operation and maintenance
- \* Financing
- \* Load management
- \* Metering and billing options
- \* Natural gas distribution services...

...energy information services provide customers with the information and, through hardware and software, the energy **consulting** support needed in order to make real-time energy decisions based on their business requirements...

...its energy manager, to optimise the price and take advantage of market inefficiencies.

For the **energy services company**, the internet should provide an opportunity to reverse a trend of disappointing performances in the... within several industries where energy may represent five to eight per cent of the total **sales** for an average site. This is a seemingly small amount, yet energy managers are approaching utility representatives and **consultants** to reduce this burden.

Large end-use customer can receive 50 to 10 000 utility...

...products and related information services. Several companies are rolling out software packages by which end- **use** customers may enter and **monitor** their **energy usage** and cost. However, these software packages require routine entry and updates to data sets. This...

...is available. The most advanced energy information services fill this gap by analysing and delivering **energy** information about a **company**'s facilities through real-time web access, utilising customised reports, without intensive time and labour...  
...by user level.

\* Knowledge: Preparation for deregulation information for use in negotiating with potential new **energy suppliers**; Comprehensive **energy** information database at fingertips; Identification of opportunities for energy savings from equipment or operational changes...

...alternative rate opportunities while providing a stable structure of utility service assessment. In open access **markets**, **customers** will likely be able to **purchase** energy, pay for it electronically, and manage their energy usage -- all from the same provider...the offering company, others are based on third-party billing administration vendors. . In fact, one **manufacturer** supports twelve retail companies that offer **energy** information services to industrial and commercial customers. In general the differentiator will be the energy...

...PE, Marketing Director for DukeSolutions, Charlotte, NC., has nearly 20

Search Report from Ginger R. DeMille

years experience in power engineering, **sales**, account management and marketing. He was one of the original founding members of DukeSolutions and ...

COMPANY DEPARTMENT NAME: Marketing & **Sales**  
CONCEPT TERMS: Marketing & **Sales** ;

**29/3,K/12** (Item 12 from file: 13)  
DIALOG(R)File 13:BAMP  
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1150206 Supplier Number: 02282780 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Speed up mobile business**  
(Wireless access to applications keeps workers moving right along at Lucent Technologies)  
Communications News, v 37, n 1, p 18-19  
January 2000  
DOCUMENT TYPE: Journal ISSN: 0010-3632 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 1142

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...to the help-desk database for other technicians to reference. Network and systems managers already **use** TelAlert, but the **computing power** of the new pagers will let them run diagnostics, reboot computers, and perform other operations remotely. Mobile **sales** professionals can also benefit from TelAlert, using pagers to look up product information, trace a...

**29/3,K/13** (Item 13 from file: 13)  
DIALOG(R)File 13:BAMP  
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1144349 Supplier Number: 02254632 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Employment and other trends in the electric services industry, Part 2 of 2**  
(New legislation designed to implement deregulation in the US electric services industry will have an effect on employment and price levels)  
Article Author(s): McDermott, David  
Monthly Labor Review, v 122, n 9, p 3-8  
September 1999  
DOCUMENT TYPE: Journal (United States)  
LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 2889

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...data from Form EIA-759, Monthly Power Plant Report and EIA-867, Annual Non-utility **Power** Producers.

10 The **consumer** price index **data** alone generally is not suitable for place-to-place price comparisons, due to regional variation...

...comparisons shown here also are consistent with the Energy Information Administration's Monthly Electric Utility **Sales** and Revenue Report with State Distributions.

11 These data are products of the Consumer Price...

29/3,K/14 (Item 14 from file: 13)  
DIALOG(R) File 13:BAMP  
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1141615 Supplier Number: 02205518 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Collective Force**  
(Companies are finding that with the entrance of the Internet, customers are leveraging quite a bit of buying power and this is forcing companies to listen to their demands)  
Article Author(s): Killgren, Lucy  
Marketing Week, p 26-29  
October 21, 1999  
DOCUMENT TYPE: Journal ISSN: 0141-9285 (United Kingdom)  
LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 1530

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:

Developments indicate that the balance of **power** is tilting not towards the **manufacturer** but towards the consumer. The Government's claim to be the consumer's champion and...

...In addition to access of accurate product information, consumers of today can influence companies through **collective** bargaining, and new virtual organizations provide **consumers power** to influence pricing on goods. Another reason **consumers** are becoming more active in the **buying - selling** relationship is the escalating independence of individuals from the State. They no longer depend exclusively...

TEXT:

...the buying-selling relationship. Spurred by developments on the Internet which enable customers to exercise **collective** bargaining **power**, and a Government scourge on overpricing, **consumers** are forcing marketers to do what they have promised all along to do -- listen to...

...of communications Nick Gammage.

Individuals' increasing autonomy from the State may be another reason why **consumers** are becoming more active in the **buying - selling** relationship. Unable to rely solely on the Government for pension provision and healthcare, and with...

...good buy or not. But if you buy a pension or change your telecoms or **gas supplier** you may not know for years whether you've made a good choice."

Gammage believes...

...makes it easier than ever for individuals to switch from one supplier to another. Individually, **consumers** had little bargaining **power**, but **collectively**, they are a powerful force.

"Manufacturers previously played on people's ignorance," says David Atter, **sales** and marketing director for Beeb.com, the BBC commercial Internet arm. "Now you can find..."

Search Report from Ginger R. DeMille

COMPANY DEPARTMENT NAME: Marketing & Sales  
CONCEPT TERMS: Marketing & Sales.;

29/3,K/15 (Item 15 from file: 13)

DIALOG(R) File 13:BAMP

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1141359 Supplier Number: 02200015 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Getting a Grip on Odd-Form Assembly**

(So-called odd form components for printed circuit boards continue to be difficult to integrate into automated manufacturing processes, but changes will require different personal computer interface standards and methods; the trend to standardized sizing is unlikely to completely eliminate manual placement)

Article Author(s): Robins, Mark

Electronic Packaging & Production, v 39, n 12, p 16-22

October 1999

DOCUMENT TYPE: Journal ISSN: 0013-4945 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2203

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...Physics dictates that some components have to be that shape and size," says Kent Dixon, **sales** manager at PMJ automec USA, Grand Prairie, Texas. "Connectors are getting smaller but have limits...  
...a standard piece of equipment like an axial or radial inserter."

John Winn, director of **sales** and marketing at Zierick Manufacturing Corp., Mount Kisco, N.Y., argues "if a product has...

...to other products such as peripherals (printers, monitors, modems)," says Jacob Bonda, vice president of **sales** and marketing at Celtronix, Tel Aviv, Israel. "Their shape and size are made to accommodate, various **data** interface and communication needs, **power supply**, and also provide mechanical strengths. Any change to these components will require a revolution in...

29/3,K/16 (Item 16 from file: 13)

DIALOG(R) File 13:BAMP

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1139974 Supplier Number: 02163853 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Energy Suppliers And Customers Get Wired**

(Many utility companies are using information technology to better their communication with customers; they are also using IT to improve customer service)

Article Author(s): Garvey, Martin J

Information Week, p 285-290

September 27, 1999

DOCUMENT TYPE: Journal ISSN: 8750-6874 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2124

ABSTRACT:

...center technology for streamlined processes and customer benefits. PG&E Corp. (San Francisco, CA), is **using** an Internet tool to **monitor** the

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**power consumption** of its largest users. The company developed PowerSite to allow it and its clients to view **energy - usage data**. PowerSite is a Web portal that ties an Internet front end to customers' back-end systems and intelligent meters. It also implemented a **sales** automation and business-intelligence tool called Aurum from Aurum Software, Inc., that allows its salespeople...

...details about customers' gas transmission across the 27 states it serves to make more precise **sales** pitches. Southern Co. (Atlanta, GA), meanwhile, was able to boost its competitive edge by giving...

**29/3,K/17 (Item 17 from file: 13)**

DIALOG(R)File 13:BAMP

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1134272 Supplier Number: 02111547 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**A meeting of the minds**

(Itron improves service and enhances inventory accuracy with customer relationship management software)

Article Author(s): Abramic Dilger, Karen

Manufacturing Systems, v 17, n 8, p 38-41

August 1999

DOCUMENT TYPE: Journal ISSN: 0748-948x (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1437

**ABSTRACT:**

...CRM) and supply chain execution systems that promises to blend functionality to cover the entire **sales** cycle and allow companies to market, sell, and develop goods with greater visibility and without...

...execution systems. The company is a hardware and software supplier of hand-held equipment for **collecting** and analyzing electric, **gas**, and water **usage**. Its 15 locations that sell directly to major utilities run on J.D. Edwards' OneWorld...

...planning to roll out the system for its salespeople to help them capture data, create **sales** presentations and quotes, and configure products.

Article includes a diagram showing the combination of customer...

**29/3,K/18 (Item 18 from file: 13)**

DIALOG(R)File 13:BAMP

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1127737 Supplier Number: 02042277 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Energy buzz**

(With deregulation approaching, collecting data and controlling energy use will be more important than ever for health facilities managers; Energy Management Systems (EMS) are an effective way to account for energy consumption)

Article Author(s): Mills, George

Health Facilities Management, v 12, n 7, p 43-46

July 1999

DOCUMENT TYPE: Journal ISSN: 0899-6210 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2207

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

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ASHE WEB SITE MEASURES ENERGY USE

by George Mills

Benchmarking **energy use** just got easier, thanks to a new, Web-based program created by ASHE and Healthcare...

...own consumption in real time. The site can also help monitor and filter energy-related **sales** calls from utility companies.

Now, money matters

It's hard to believe, but there was...

29/3,K/19 (Item 19 from file: 13)

DIALOG(R)File 13:BAMP

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1122756 Supplier Number: 01988520 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Building a Data Warehouse at Chase Manhattan Bank**

(Article describes processes and procedures Chase Manhattan used while building its data warehouse and provide background on the scope of the project)

Article Author(s): Khirallah, Kathleen

Bank Accounting & Finance, v 12, n 3, p 40-46

Spring 1999

DOCUMENT TYPE: Journal ISSN: 0894-3958 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 3019

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...Tools

Management  
group  
(regional  
**sales**)

Tens

Structured navigation  
of data, companywide  
access, regular  
frequency of **use**,  
summary **data**,  
tracking orientation  
Free, unstructured  
navigation of data,  
research orientation  
very...

\* Cognos  
Powerplay  
Cubes  
\* Lotus Notes

**Power** analyst  
(product  
pricing)

Tens

\* Cognos  
PowerPlay  
Cubes

...Cubes

manager)

departmental scope  
tracking orientation

\* Oracle  
Express  
Cubes  
\* Microsoft  
Access and  
Excel  
\* Business  
Objects  
\* Cognos  
PowerPlay  
Cubes

**Sales** and  
service  
personnel

Thousands

Narrow scope of  
inquiry, structured  
navigation, regular  
frequency...

29/3,K/20 (Item 20 from file: 13)

DIALOG(R)File 13:BAMP

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1121717 Supplier Number: 01975451 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Investing in Services**

(Studies show that consumers appreciate the convenience, and savings of having one carrier deliver many services, including electricity, gas, heating, and telecommunications; discusses deregulation of electric utilities)

Article Author(s): Hesse, Gordon; Caddell, Ted

Power Engineering International, v 7, n 3, p 58-62

April 1999

DOCUMENT TYPE: Journal ISSN: 1069-4994 (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2032

(USE FORMAT 7 OR 9 FOR FULLTEXT)

**TEXT:**

...energy products to counter parties, municipals, government, and large commercial and industrial customers. The direct **sales** professionals optimize their clients' energy usage through: (1) highly expert consultative management of their fuel mix, purchasing patterns, and usage, and, (2) **sales** of respective fuels at competitive pricing. The energy commodity traders in Merchant rely on the...

...and industrial companies with customized solutions in the areas of energy, electrical and mechanical systems **consulting**, energy efficiency services, energy monitoring and controls, and telecommunications. Solutions' EnerWise(TM) System uses the capabilities of the Internet to provide unprecedented **power** and ease of **use** to **monitor** real time **energy consumption** and costs.

Conectiv Communications -- some system capabilities

\* SONET -- Synchronous Optical Network, offering the ultimate in...

29/3,K/21 (Item 21 from file: 13)

DIALOG(R)File 13:BAMP

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1118291 Supplier Number: 01929830 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Unity Eludes 3G Mobile Phone Standards**

(Two of the favored CDMA 3G proposals are cdma2000 and W-CDMA; wideband CDMA proposals from ARIB, ETSI and TTA have been grouped together for the purposes of this comparison)

Article Author(s): Lecklider, Tom

EE-Evaluation Engineering, v 38, n 4, p 40-41,44+

April 1999

DOCUMENT TYPE: Journal ISSN: 0149-0370 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2225

(USE FORMAT 7 OR 9 FOR FULLTEXT)

**TEXT:**

...such as bandwidth.

From a power measuring point of view, Gurpreet Kohli, vice president of **sales** and marketing at Boonton Electronics, said, "Present test equipment will need to increase the video bandwidth of the sensing elements. To accurately **measure power** in wideband-CDMA systems **using** modulation methods that result in pseudorandom or noise-like signals, the measurement of infrequent power...

29/3,K/22 (Item 22 from file: 13)

DIALOG(R)File 13:BAMP

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1117586 Supplier Number: 01918088 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Comparing PPI energy indexes to alternative data sources**

(The trend in measures constructed using alternative sources of price data for energy products tracks fairly well with changes in the Producer Price Index)

Article Author(s): Klemmer, Katherine A; Kelley, Joseph L

Monthly Labor Review, v 121, n 12, p 33-41

December 1998

DOCUMENT TYPE: Journal (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 3804

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...imports. This difference in the target sets of goods means that, while the CPI program **collects** prices only for electricity and natural **gas sales** made to residential **consumers**, the PPI program also **collects** prices for **sales** to commercial and industrial consumers.

The other area of difference between the PPI and CPI...

...collected for an item included in the PPI is the revenue received by the producer. **Sales** and excise taxes are not included because they do not represent such revenue. The price...

...in the CPI is the out-of-pocket expenditure by a consumer for the item. **Sales** and excise taxes are included in the collected price because they are necessary expenditures by...

29/3,K/23 (Item 23 from file: 13)

DIALOG(R)File 13:BAMP

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1115238 Supplier Number: 01893118 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**The Search For Suitable Sites**

(In searching for a new distribution center, determine if new site is for added capacity vs streamlining; if all transportation modes are accessible; and the importance of customer proximity)

Article Author(s): Schwartz, Beth M

Transportation & Distribution, v 40, n 3, p 91-96

March 1999

DOCUMENT TYPE: Journal ISSN: 0895-8548 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1980

(USE FORMAT 7 OR 9 FOR FULLTEXT)



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TEXT:

...Gil Mayfield, director of real estate services for the retail and distribution services division with **consulting** firm Carter & Burgess, says, "When a company comes to us, they know they need a...

...Mayfield, the competitive and sensitive nature of logistics operations deters most companies from sharing proprietary **supply chain data**.

**Power** Logistics' Sims sees the same thing, "Since we're a third party, our clients will...

...a DC should be in to meet service requirements while remaining economical."

Third parties and **consultants** then tackle the specifics of a location. Carter & Burgess has developed a site selection program...

**29/3,K/24 (Item 24 from file: 13)**

DIALOG(R)File 13:BAMP

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1110040 Supplier Number: 01823455 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Guiding Light**

(An active visual system can facilitate the dissemination of a medical center's facility plans and reports)

Article Author(s): Hakbaz, Mike, ASHE

Health Facilities Management, v 12, n 2, p 36-42

February 1999

DOCUMENT TYPE: Journal ISSN: 0899-6210 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1246

**ABSTRACT:**

...that provides a simplistic approach to accessing important data via the Internet. A seasoned CAFM **consultant** with advanced programming knowledge can now design an active visual system (AVS) with the use...

...The following are some of the practical applications of AVS: direct access to the actual **energy consumption data**; more accurate leased space information; more efficient and proactive JCAHO accreditation process; and more effective...

**29/3,K/25 (Item 25 from file: 13)**

DIALOG(R)File 13:BAMP

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1108025 Supplier Number: 01822857 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**A Potential for Understanding and the Interference of Power: Discourse as an Economic Mechanism of Coordination, Part 3 of 3**

(Paper's hypothesis is that a specific productivity is inherent in communication and this productivity may lead to the invention of new solutions for social and economic problems and to less costly ways to resolve social and economic conflicts)

Article Author(s): Kesting, Stefan

Journal of Economic Issues, v XXXII, n 4, p 1053-1078

December 1998

DOCUMENT TYPE: Journal ISSN: 0021-3624 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 3894

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...Resource Planning (IRP), and "Decoupling."(16) DSM means that instead of building new generating facilities, **measures** are taken to **use** less **electricity** . "Utilities encourage and finance DSM through free or subsidized energy-saving equipment, rebates, educational campaigns... ..technical assistance" (John 1994, 204, table 6-1). IRP stands for "comprehensive planning of future **demand** for **electricity** and of alternative **measures** including both DSM and supply-side measures, to meet this demand" (John 1994, 204, table 6-1). Decoupling wants "... to remove the link between the total **sales** of a utility and profits, so that a utility's profits are not reduced when...

29/3,K/26 (Item 26 from file: 13)

DIALOG(R)File 13:BAMP

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1106653 Supplier Number: 01781617 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**The Roots of Prosperity**

(According to a survey, 64% of VARs are partnering with competitors in order to add products, technology and services; networking is the top technology provided by partners)

Article Author(s): Stafford, Jan

VAR Business, p 112-117

December 21, 1998

DOCUMENT TYPE: Journal; Survey ISSN: 0894-5802 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2126

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...re in there together implementing a solution."

photo omitted

One Orcom partner, Onyx, offers a **sales** force automation and marketing tool that helps utilities compete in the newly deregulated marketplace. Energy Interactive, based in Berkeley, Calif., complements Orcom's apps with its Internet-based **energy usage monitoring** applications for high-end commercial companies. "These add-ons and the implementation services offered by...

...line between competitor and partner blurs when a VAR is dealing with a vendor's **consulting** group. The balance of power is weighted in the vendor's favor, and everyone has...

...tread carefully to avoid conflicts.

Beware of Vendor

Some VARs are so wary of vendor **consulting** groups that they refuse to partner with them. "I won't call a vendor's direct **sales** group in on any project because they have a tendency to take over," says one...

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1073825 Supplier Number: 01361326

**Shocking Revelations**

(Energyworld offers its users nearly a decade's worth of pricing data mined from Department of Energy database and translated into easily readable format)

CIO WebBusiness, v 11, n 8, p 18-19

February 01, 1998

DOCUMENT TYPE: Journal; Case study ISSN: 0894-9301 (United States)

LANGUAGE: English RECORD TYPE: Abstract

**ABSTRACT:**

...all power transactions done by public or municipal power utilities or distributors. Energyworld compiles its **energy pricing data using** Lotus Domino and Notes technologies enlarged to include more than 130,000 pages in the...

...gossip section. In the future, Peak intends to expand into power monitoring and brokering and **sales**, while continuing to expand its public interest content. ...

**29/3,K/37 (Item 37 from file: 13)**

DIALOG(R)File 13:BAMP

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1073462 Supplier Number: 01413830

**A Shock to the System**

(Green Mountain Energy Resources's strategy involves marketing "green **power**" to environmentally conscious **consumers**; the **company uses** an extranet and a **data** warehouse to enhance marketing and customer service)

Article Author(s): Esterson, Emily

Inc Technology, v 20, n 4, p 50-58

March 17, 1998

DOCUMENT TYPE: Journal ISSN: 0162-8968 (United States)

LANGUAGE: English RECORD TYPE: Abstract

(Green Mountain Energy Resources's strategy involves marketing "green **power**" to environmentally conscious **consumers**; the **company uses** an extranet and a **data** warehouse to enhance marketing and customer service)

**ABSTRACT:**

...part from industry deregulation, is compelling companies like GMER to adopt technologies that enable enhanced **customer** service. GMER's strategy is to **sell** branded renewable **energy** to environmentally conscious consumers. The **company purchases electricity** from generators that use sources such as wind, water, and geothermal energy and **markets** it to a **customer** base known for its environmentally conscious **purchasing** choices, brand loyalty, and willingness to pay a premium for "green goods." GMER hopes to...

...COMPANY DEPARTMENT NAME: Marketing & **Sales**

...CONCEPT TERMS: Marketing & **Sales** ;

**29/3,K/38 (Item 38 from file: 13)**

DIALOG(R)File 13:BAMP

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1058503 Supplier Number: 01161821 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Pinnacle 2000**

(To compete against powerful entities, propane retailers may have to change their way of doing business, perhaps forming alliance with another energy firm)

LP Gas, v 57, n 7, p 20, 22-23

July 1997

DOCUMENT TYPE: Journal ISSN: 0024-7103 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1343

(USE FORMAT 7 OR 9 FOR FULLTEXT)

**TEXT:**

...power...with over 200 certificate holders now competing for a share of the \$215 billion ( **sales** ) electric power market.

Gas marketers were among the first to seek certification.

"Legislation at the...

...out. "Companies are posturing themselves to become a Btu Superstore, developing the ability to provide **consumers** with any of their **energy** needs: propane, electricity, natural gas, coal, gasoline, fuel oil, etc. To gain a share of...

...being offered by CG, Toledo residents are able to select from among numerous competitive natural **gas suppliers** .

EES launched a market-softening tv-radio-newspaper advertising blitz in March, offering Toledo customers...

**29/3,K/39 (Item 39 from file: 13)**

DIALOG(R)File 13:BAMP

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1056314 Supplier Number: 01137810 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**The Next Chapter in Library Security**

(A step in bringing about a more proactive approach to library security is setting security standards or guidelines)

Article Author(s): Thompson, Amy

Security Management, v 41, n 8, p 61,63-64

August 1997

DOCUMENT TYPE: Journal ISSN: 0145-9406 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1836

(USE FORMAT 7 OR 9 FOR FULLTEXT)

**ABSTRACT:**

...If these thefts are to be prevented, libraries must reconsider their approach to security. Security **consultant** Stevan Layne **recommends** a security workshop for library employees. He also **suggests** that libraries **install** a card access system as well as a closed-circuit television (CCTV) surveillance system and...

**TEXT:**

...not some big city where you'd expect violence and crime."

The library hired security **consultant** Stevan Layne, CPP, to assess the site's security and conduct a library security workshop for employees. During his on-site assessment, Layne **recommended** that the library **install** a card access system as well as a CCTV surveillance system and contract with a...

...and security vendors are now collaborating on specifications and plans for implementing all of these **measures** .

In another case last November, thieves **using power** saws cut through the door of a small library at the Adams National Historic Site...

...its security measures. Marianne Peak, a Parks Service superintendent who oversees the site, says a **consultant** who worked on a security plan for Colonial Williamsburg recently conducted a security assessment at...

**29/3,K/40 (Item 40 from file: 13)**

DIALOG(R)File 13:BAMP

(c) 2004 The Gale Group. All rts. reserv.

1048794 Supplier Number: 01082926 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Secure your career - Re-Define your warehouse**

(Warehousing personnel will have to learn to make changes quickly to keep up with their markets and find new opportunities that can enhance their careers)

Article Author(s): Andel, Tom

Transportation & Distribution, v 38, n 6, p 113-118

June 1997

DOCUMENT TYPE: Journal; Interview & speech ISSN: 0895-8548 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1607

**ABSTRACT:**

...so that they can deliver value to their customers. Jeff Beach, associate partner with Andersen **Consulting** 's Logistics Practice, on the other hand, focused on the trend of combining distribution and...

...a new kind of value added distribution process. Beach added that the new trend in **data** warehousing would **fuel** the **use** of advanced distribution and warehousing applications. Such new information processing systems are able to connect...

**29/3,K/41 (Item 41 from file: 13)**

DIALOG(R)File 13:BAMP

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1048625 Supplier Number: 01083029 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Using Network Computing To Gain Value And Power**

(While network computing for the insurance business, holds the promise of merging PC, mainframe and client/server computing with the Internet, it is not just a technology, but a philosophy)

Article Author(s): Breeding, Mark

National Underwriter Life & Health, v 101, n 23, p S52-S54+

June 09, 1997

DOCUMENT TYPE: Journal; Guideline ISSN: 0028-033X (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1364

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...of important data from customers, prospective customers and business partners.

Where will all this network **computing power** lead? Many insurance companies are **using** the capabilities of the network to better support existing business strategies and processes. They're likely to work with **consultants**, suppliers and system integrators to create specific, well defined systems to enhance their core business...

**29/3,K/42 (Item 42 from file: 13)**

DIALOG(R)File 13:BAMP

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1044158 Supplier Number: 01020189 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Much Ado About IDDQ**

(Factors leading to increased adoption of IDDQ testing during second half of decade include need for increased fault coverage)

Article Author(s): Jacob, Gerald

EE-Evaluation Engineering, p 126-128+

March 1997

DOCUMENT TYPE: Journal ISSN: 0149-0370 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2339

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...IDDQ test option that achieved an overall test rate of 2,500 vectors/s.

Device **Power - Supply (DPS) Monitors -- Measuring** IDDQ at a remotely located DPS results in throughput penalties. The portion of the CDD...

...IDDQ test rate from the millisecond into the microsecond range, commented Ulrich Schoettmer, strategic test **consultant** at Hewlett-Packard BSTD.

The Hewlett-Packard HP 83000 DPS features integrated IDDQ measurement capability...

**29/3,K/43 (Item 43 from file: 13)**

DIALOG(R)File 13:BAMP

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1035026 Supplier Number: 00957990 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**How to Determine Whether Gainsharing is for You**

(Six factors must be taken into consideration for effective gainsharing plan, including simple formula to track variables that directly affect the strategic performance of an organization)

Article Author(s): Pricone, Diane; Recardo, Ronald

Industrial Management, v 38, n 1, p 12-18

January 1996

DOCUMENT TYPE: Journal ISSN: 0019-8471 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

Search Report from Ginger R. DeMille

English      RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 6605      LINE COUNT: 00536

... like New West Energy, TerraWatt, and the Green Power Connection. There was no requirement for **power suppliers** to post a bond, demonstrate financial stability, or show that they had **power supplies** to meet their contractual obligations. (According to one joke in California, you could be certified as a **power supplier** by "sending in two box tops and the entrance fee.")

Houston-based Enron was a...

...said it made a "bold entry into the California electricity market." The RKS Research and **Consulting** firm has conducted opinion polls in California every month to track the public's response...

...consumers, Enron teamed with AMWAY to sell "electricity by Enron" through AMWAY's thousands of **sales** representatives.

Not to be outdone, NU-SKIN, a beauty and skin-care products company, said that its representatives would also sell **electricity**.

In addition, an Internet-based **company** called FutureNet developed a web-site where customers could not only choose their **power supplier**, but become FutureNet **sales** representatives. By paying a \$99 application fee, anyone could become a "Power Representative," and sign...

...illegal pyramid scheme.

As a consequence of such experiences, California changed its criteria for licensing **energy suppliers**. Now businesses seeking to sell **power** must post a \$25,000 bond and show evidence of financial worthiness and technical capability...

...s Junior Restaurants, and 400 Safeway supermarkets. In the Safeway deal, PG&E agreed to **install** an information management system to **monitor** and analyze **electricity** and **gas usage** at each supermarket location, allowing the **company** to benchmark **energy** efficient stores.

On the national level, industrial and chain account customers are already getting better...

...As of July 1 this year, only about 130,000 of California's 10 million **electricity** customers opted to change their **energy supplier**.

RKS Research, commenting on survey results in the spring of 1998, said that for consumers...begins competition on January 1, 1999 when one-third of consumers can select an alternative **power supplier**. Like California, Pennsylvania is running television ads to educate the public and promote choice. Utilities...

...such issues as:

- \* what bylaw changes would be required
- \* how to handle metering, including the **installation** of automated meter reading
- \* administrative and billing issues, such as how to handle electronic **data** exchange with alternative **power suppliers**, and determining when **consumers** can change **power suppliers** (e.g., anytime they want, or only on a designated day each month)

- \* determining if and what fees would be charged for activities such as changing the **power supplier**

- \* and how to continually educate consumers, employees and directors.

How much does it cost to...got caught short because the power marketer from which it was buying power, Federal Energy **Sales**, itself defaulted. All told, the Springfield municipal, with an annual budget of \$125 million, faces...

...Central and Southwest Corporation. If this deal is consummated, it would

Search Report from Ginger R. DeMille

create a \$28 billion **energy company** stretching from Canada to Mexico. It would be the nation's largest utility in terms...don't sell energy to consumers. Many co-ops earn a small margin on energy **sales**. On the typical electricity bill, energy, distribution access and margins are rolled into one number...

...to do something similar for their members on an aggregated basis. For example, the Illinois **Manufacturers** ' Association (IMA) is offering **energy** services to 3,000 members, which together own over 4,300 manufacturing facilities in the...

...and our consumers. This raises the question: what cooperative entity is prepared to negotiate energy **sales** to aggregated loads?

The 1997 Regional Meetings had a report from the Task Force on... tools of data base marketing - computerized systems for organizing information about customer groups and their **purchasing** habits, and be able to **offer** consolidated billing services for chain account **customers**

This is a big concern for chain accounts, because until now, they had no way...

...compare the 50, 60, or even hundreds of electricity bills received monthly from the multiple **power suppliers** serving their outlets. Today, utilities and **energy** management companies are competing to provide this service.

For example, PG&E's Energy Services...

...this opportunity, five G&Ts signed a memorandum of understanding to create a Limited Liability **company** called ACES **Power** to market wholesale **power**. These five G&Ts collectively own over 3,500 megawatts of capacity, and serve almost...

...its generation resources. The job of ACES Power or Gen-Sys is to maximize the **sales** and marketing of the output of those resources.

These initiatives are important because they show...

29/3,K/53 (Item 3 from file: 75)

DIALOG(R)File 75:TGG Management Contents(R)

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00204243 SUPPLIER NUMBER: 19759913 (USE FORMAT 7 FOR FULL TEXT)

**The marketing of power. (energy companies)**

Heath, Rebecca Piirto

American Demographics, v19, n9, p59(5)

Sep, 1997

ISSN: 0163-4089

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 3661 LINE COUNT: 00292

...ABSTRACT: marketing operations known as Energy Service Organizations which will be exempt from regulation. Branded energy **sales** will be introduced with the majority of the market made up of the commercial/industrial...

What will happen when consumers, businesses, and industries get to choose their **power suppliers**? The only point of consensus is that the next five years will mark a period...

...industry.

"When competition really hits, it's going to be a battle for branded energy **sales** right out of the starting blocks," McGrath says. While the



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00162235 SUPPLIER NUMBER: 13833192 (USE FORMAT 7 FOR FULL TEXT)  
**Air quality and travel behavior: untying the knot.**  
Chang-Hee Christine Bae  
Journal of the American Planning Association, v59, n1, p65(10)  
Wntr, 1993  
ISSN: 0194-4363 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 7745 LINE COUNT: 00644

... publish emissions performance ratings (similar to the energy-efficiency ratio ratings for refrigerators) alongside the **fuel consumption data** on vehicle **sales** stickers. In fact, in 1990 the California legislature passed a bill to introduce a revenue-neutral program, dubbed Drive Plus, to offer a **sales** tax credit for new cars cleaner than the fleet average and to impose a tax...

**29/3,K/61 (Item 11 from file: 75)**  
DIALOG(R)File 75:TGG Management Contents(R)  
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00156324 SUPPLIER NUMBER: 13906894 (USE FORMAT 7 FOR FULL TEXT)  
**Rating IPPs. (independent power producers) (Institutional Investor Forum: Utilities Face the Competition)**  
Depre, Thomas S.  
Institutional Investor, v26, n11, pS28(1)  
Oct, 1992  
ISSN: 0020-3580 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 788 LINE COUNT: 00064

... 20 years.  
The best projects have proven technology, experienced developers and a long-term power **sales** contract that provides for the recovery of **fuel - supply** costs.  
The public market appears **ready** to purchase project-related debt. Rating agencies, too, are becoming more comfortable with high-quality...

**29/3,K/62 (Item 12 from file: 75)**  
DIALOG(R)File 75:TGG Management Contents(R)  
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00156315 SUPPLIER NUMBER: 13906878 (USE FORMAT 7 FOR FULL TEXT)  
**The power of competition. (electric utility industry) (Institutional Investor Forum: Utilities Face the Competition)**  
Kamat, Dilip P.; Silverman, Lester P.  
Institutional Investor, v26, n11, pS6(2)  
Oct, 1992  
ISSN: 0020-3580 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 1437 LINE COUNT: 00119

... but utilities will increasingly be required to let IPPs and wholesale customers such as municipalities **use** their networks to send and receive **power**. This wholesale access, or wheeling, will be a fact of life in the utility industry...

...and pricing terms and reliability and quality guarantees. Other services likely to be added include **consulting** on the **installation** of

conservation and demand-side management devices, the use of alternative fuels and self-generation...

...electricity users will press regulators to allow them to sidestep their local utility and buy **power** directly from the lowest-cost **producers**. In many situations, large customers could save more than 20 percent on power costs if they were allowed to **buy** their power on the open **market**. In the future, utilities charging industrial **customers** above a going rate of eight cents per kilowatt-hour will find longtime captive customers...

**29/3,K/63 (Item 13 from file: 75)**

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00155850 SUPPLIER NUMBER: 13574474 (USE FORMAT 7 FOR FULL TEXT)  
**Coping with a changing agenda. (Conference Special Issue: 1992 Executive Summary)**

Taylor, R. Christopher

Planning Review (a publication of the Planning Forum), v20, n5, p5(3)  
Sept-Oct, 1992

ISSN: 0094-064X LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 1980 LINE COUNT: 00205

... plans. Napier Collyns (Global Business Network) and Graham Galer (Shell International Petroleum) described how the **energy** multinational evaluates future contingencies through the **use** of business scenarios. Joseph Fuller ( **Monitor** Company) adopted a military analogy for his business simulations: if you know there is a...

...said Douglas Ready (International Consortium for Executive Development Research) and David Jones (Unilever). Make allies, **advised consultant** and author Jordan Lewis, describing the power of strategic alliances. Quality alone is not enough...

**29/3,K/64 (Item 14 from file: 75)**

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00144191 SUPPLIER NUMBER: 10428270 (USE FORMAT 7 FOR FULL TEXT)  
**Economic and technological determinants of the material intensity of use.**

Considine, Timothy J.

Land Economics, v67, n1, p99(17)

Feb, 1991

ISSN: 0023-7639 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 6474 LINE COUNT: 00549

... used as a proxy for technical change. This ratio, however, reflects cyclical factors in computer **sales** and, therefore, may not adequately represent the momentum so characteristics of design changes. Another approach assumes that product redesign is associated with **energy** efficiency. Aggregate per capita **energy use** is a common **measure** of **energy** efficiency. This **measure** is observable but includes **energy** used in weather sensitive **uses**, such as heating and cooling, which are unrelated to shifts in product design. Another measure...

**29/3,K/65 (Item 15 from file: 75)**

DIALOG(R)File 75:TGG Management Contents(R)

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00137695      SUPPLIER NUMBER: 08611902      (USE FORMAT 7 FOR FULL TEXT)  
**Swap your risks away. (commodity swaps market for energy producers) (Energy Finance)**  
Brady, Simon  
Euromoney, pE35(4)  
June, 1990  
ISSN: 0014-2433      LANGUAGE: English      RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 2421      LINE COUNT: 00188

... price than to a five-year rolling futures hedge.

Commodity swaps plug this gap, enabling **producers** and users to avoid exposure to **oil** market fluctuations and lock-in a price up to ten years forward. Swaps work like this: an **oil** user, who **uses** 2 million barrels of Brent crude every three months, believes that the oil price will ...

...of Brent every three months. In exchange the arranger pays him every three months, the **market** rate for the 2 million barrels. The **user** continues to **buy** his oil from the **market**. Any rise in the price of oil is offset by the floating payments being received...

...structure can be used to fix the price that they receive for their output. A **producer** convinced that the **oil** price was going to fall over the next three years would agree to pay the...

...the arranger in return for the fixed price. For the life of the swap, the **producer** continues to sell his **oil** to the market. Again, the swap buyer forgoes the benefits of any price movement in...

...is insulated from any adverse changes.

Unlike futures, physical delivery is not a problem. Normal **sales** and purchases from the market continue and the swap is cash-settled. The swap arranger...

**29/3,K/66      (Item 16 from file: 75)**

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00130816      SUPPLIER NUMBER: 08050676      (USE FORMAT 7 FOR FULL TEXT)  
**Consumer representation and local telephone rates.**  
Mayer, Robert N.; Zick, Cathleen D.; Burton, John R.  
Journal of Consumer Affairs, v23, n2, p267(18)  
Winter, 1989  
ISSN: 0022-0078      LANGUAGE: English      RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 6252      LINE COUNT: 00529

... on electricity rates. A number of different factors have been included in past studies to **measure supply** -related influences on the price of **electricity**: the cost of acquiring fuel, the proportion of total generation obtained from low-cost hydroelectric...

...density, degree of competition from publicly-owned electricity companies, the ratio of residential to business **sales** volume (also possibly interpretable as a demand factor), and tax payments per kilowatt-hour of **sales**. In most studies, **demand** for **electricity** has been **measured** in terms of a state's per capita income.

Among the many possible political influences...

# Search Report from Ginger R. DeMille

? show files;ds

File 15:ABI/Inform(R) 1971-2004/Apr 15  
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 File 9:Business & Industry(R) Jul/1994-2004/Apr 14  
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 File 810:Business Wire 1986-1999/Feb 28  
 (c) 1999 Business Wire  
 File 813:PR Newswire 1987-1999/Apr 30  
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S1	11945743	ENERGY OR GAS OR ELECTRICITY OR FUEL OR PETROL OR PETROLEUM OR OIL OR POWER
S2	1797739	S1(6N) (USE OR USAGE OR CONSUMPTION OR CONSUME? OR CONSUMMI-NG OR SUPPLY OR USES OR USING OR EXPEND? OR DEMAND)
S3	91244	S2(6N) (MONITOR? OR COLLECT? OR MEASUR? OR METRIC? OR READ? OR DATA OR COMPUTE OR COMPUTE OR COMPUTES OR COMPUTING)
S4	2039972	S1(6N) (SUPPLIER? OR DISTRIBUT?R? OR VENDOR? OR MERCHANT? OR COMPANY OR SUPPLIES OR PRODUCER? OR MANUFACTURER?)
S5	16433710	CONSUMER? OR CUSTOMER? OR HOMEOWNER? OR HOME()OWNER? OR RE-NTER? OR USER OR CLIENT OR ACCOUNTHOLDER? OR ACCOUNT()HOLDER?
S6	4066748	S5(8N) (SELL OR SELLING OR SELLS OR MARKET OR MARKETS OR OF-FER? OR ADVERTIS? OR TELEMARKE? OR RECOMMEND? OR SUGGEST?)
S7	173494	S6(8N) (PURCHASE OR PURCHASES OR PURCHASING OR BUY OR BUYS - OR BUYING)
S8	1741847	INSTALL OR INSTALLS OR INSTALLATION
S9	14614201	CONSULTANT OR CONSULTANTS OR CONSULTING OR SALES
S10	251	S3 AND S4 AND S7 AND (S8 OR S9)
S11	27377	S3 AND S9
S12	4700	S8 AND S11
S13	4700	S12 NOT S13
S14	795	S2(3S)S4(3S)S7(3S) (S8 OR S9)
S15	4021	S3(S)S9
S16	1146587	(UPGRADE? OR UPGRADING OR NEW OR REPLACE? OR REPLACING) (1W- ) (SYSTEM OR TECHNOLOGY)
S17	32	S14(3S)S16
S18	20	RD (unique items)
S19	0	S3(S)S9(6N) (RECOMMEND? OR SUGGEST? OR ADVICE? OR ADVISING? OR ADVISE?) (6N) (S8 OR PURCHASE? OR BUY OR BUYS OR BUYING) (6N) -

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S16  
S20 2 S3(2S)S9(6N) (RECOMMEND? OR SUGGEST? OR ADVICE? OR ADVISING?  
OR ADVISE?) (6N) (S8 OR PURCHASE? OR BUY OR BUYS OR BUYING OR -  
S16)  
S21 29 S3 AND S9(8N) (RECOMMEND? OR SUGGEST? OR ADVICE? OR ADVISIN-  
G? OR ADVISE?) (8N) (S8 OR PURCHASE? OR BUY OR BUYS OR BUYING OR  
S16)  
S22 25 RD (unique items)  
?

? t18/3,k/all

**18/3,K/1 (Item 1 from file: 15)**

DIALOG(R) File 15:ABI/Inform(R)

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02300828 103209721

**Bridging IT application islands**

Korzeniowski, Paul

Utility Business v5n1 PP: 50-52 Jan 2002

ISSN: 1097-6981 JRNL CODE: UTB

WORD COUNT: 1078

...TEXT: information needed to respond to customer requests.

To make such a change, utilities need to **install** complex software, dubbed middleware, which fuses different applications. "Few utilities have experience connecting different applications...

... firm's largest customers, the federal Bonneville Power Administration, based in Portland, Ore. wanted to **use new technology** to streamline the **energy** product pricing and delivery processes. Power Resources Managers decided to build a new energy management...

... systems integrator to help develop it," notes Tom Harvey, director of information systems at the **energy** management **company**, which built its system on Microsoft's BizTalk and SQL server.

After talking with three companies, the **energy** management **company** selected Equarius Inc. in Seattle. The systems integrator started the project in December and had the system running by fall. The solution integrates data feeds from **energy suppliers**; real-time meter readings from customers, including various public utilities; and current and long-term...

... from energy pricing and weather services companies. "Since we have more accurate information about our **customers**' energy needs, we can **buy** and **sell** energy more effectively," Harvey says.

Telecom firms are also under pressure to streamline their business...

**18/3,K/2 (Item 2 from file: 15)**

DIALOG(R) File 15:ABI/Inform(R)

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01403142 00054129

**Lessons from the British restructuring experience**

Brower, Michael C; Thomas, Stephen D; Mitchell, Catherine M

Electricity Journal v10n3 PP: 40-51 Apr 1997

ISSN: 1040-6190 JRNL CODE: ELJ

WORD COUNT: 5875

...TEXT: bill will be set by market mechanisms.

Here are some other key features of the **new system** :

\* Regulation. The transmission and distribution networks and the franchise supply market operate under a system...

... retail price index, and X is an efficiency factor set by the Director

Search Report from Ginger R. DeMille

General for **Electricity Supply** (DGES), who is assisted by the Office For Electricity Regulation (OFFER). The generating sector operates...

... operated by the NGC) was created to be the central clearing house for bulk power **sales**. All power stations bid on a halfhourly basis into the Pool, with only those placing...

**18/3,K/3 (Item 3 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

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00644752 92-59692

**The Power of Competition**

Kamat, Dilip P.; Silverman, Lester P.

Institutional Investor v26n11 PP: S6-S7 Oct 1992

ISSN: 0020-3580 JRNL CODE: IL

WORD COUNT: 1355

...TEXT: and distribution systems are far from perfect, yet it would be uneconomical to build a **new** competitive **system** from scratch. Transmission and distribution networks that move power from plants to users will remain...

... but utilities will increasingly be required to let IPPs and wholesale customers such as municipalities **use** their networks to send and receive **power**. This wholesale access, or wheeling, will be a fact of life in the utility industry...

...and pricing terms and reliability and quality guarantees. Other services likely to be added include **consulting** on the **installation** of conservation and demand-side management devices, the use of alternative fuels and self-generation...

... electricity users will press regulators to allow them to sidestep their local utility and buy **power** directly from the lowest-cost **producers**. In many situations, large customers could save more than 20 percent on power costs if they were allowed to **buy** their power on the open **market**. In the future, utilities charging industrial **customers** above a going rate of eight cents per kilowatt-hour will find longtime captive customers...

**18/3,K/4 (Item 1 from file: 16)**

DIALOG(R)File 16:Gale Group PROMT(R)

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10025536 Supplier Number: 90833484 (USE FORMAT 7 FOR FULLTEXT)

**ICI, Linde Gas Group and Dry Cleaning Equipment Manufacturers Join Forces To Deliver Environmentally Friendly Dry Cleaning Solution to the World; New liquid CO2 based cleaning fluid makes it possible for commercial dry cleaning operators to clean garments effectively without chlorinated solvents.**

PR Newswire, pLNF01023082002

August 23, 2002

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1009

... to generate extra CO2, a greenhouse gas believed to contribute to global warming.

Dry cleaning **manufacturers** opt for the clean alternative

Search Report from Ginger R. DeMille

Linde **Gas** and ICI have worked together with major dry cleaning machine manufacturers and with selected leading...

...and energy efficiency. Says Steve Hall, "many dry cleaning operations will step up to the **new technology** when they replace their old or outdated equipment. On average, dry cleaning operators replace their...  
...50,000 products in its range, with nearly 40,000 employees worldwide, and had total **sales** in 2001 of 6,425 million pounds sterling. For more information, visit ICI on line...

18/3,K/5 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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09230050 Supplier Number: 80308520 (USE FORMAT 7 FOR FULLTEXT)

**Energy costs jolt distributors, too: the "energy crisis" is generally considered a California problem or a problem for big, energy-intensive manufacturers. It has shut down most aluminum production in the Northwest. But service centers all over the country may feel the effects of energy deregulation, too. (Cover Story.**

Triplett, Tim

Metal Center News, v41, n12, p38(4)

Nov, 2001

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1672

... out to be unnecessary up to this point," Blivas says.

As a percentage of a **distributor**'s total costs, **energy** rates are relatively small. But factoring in lost **sales** and productivity due to unexpected downtime, or the expense of a backup generator, and the...

...rates, he explains. In September 1996, the governor signed a new law restructuring California's **electricity** market, and freezing rates charged to **consumers** until March 2002. Under the new law, the transmission and distribution of electricity would remain...

...and were required to purchase all their electricity needs from the wholesale market. Under this **new system**, the marketplace was supposed to ensure adequate supply. The expectation was that competition would drive ...

...leading to lower rates for everyone.

As a result of California's booming economy, however, **demand** for **energy** outstripped **supply**. Since utilities were being prompted to sell their power plants, they were no longer responsible...

...which would have helped them minimize risks and stabilize prices. Instead they were required to **purchase** all their energy on the spot **market**, where prices fluctuate wildly. Because **consumers** were not charged the true price of power, they had little incentive to conserve.  
"Southern...

18/3,K/6 (Item 3 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

08896454 Supplier Number: 77132570 (USE FORMAT 7 FOR FULLTEXT)



**PointMedia Formed to Provide Shopping and Entertainment At the Gas Pump.**

Business Wire, p2296

August 13, 2001

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 481

... of entertainment and entrepreneurs' desire for more profit. PointMedia Corp., based here, is developing a **new technology** that will **offer consumers** : news, entertainment, e-commerce **purchasing** and point-of- **purchase** promotional incentives - with personalized preference capabilities as well. All of these services will be made...

...by the defense industry in harsh outdoor environments. Carroll, 40, PointMedia's vice president of **sales** and marketing, has 20 years experience in all aspects of marketing, **sales** , manufacturing, service and support of electronic imaging systems and software, including medical, graphic arts, and other industrial applications.

The initial idea for the **company** came when a major **gas company** approached Cyberchron about creating television screens for their self-service pumps. Although the project was...

...concept; but wanted to add lots of functionality by providing online shopping and entertainment for **consumers** as they fill their **gas** tanks. Fadden contacted Carroll, and together they created PointMedia using seed money and some of...

...that formerly went unused, and the station owner will receive part of the revenue from **sales** . PointMedia will offer the ultimate convenience for the customer and a real revenue generator for...

**18/3,K/7 (Item 4 from file: 16)**

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

08615276 Supplier Number: 74333185 (USE FORMAT 7 FOR FULLTEXT)

**Carrier's ComfortChoice(SM) Solution Uses emWare's PowerSave(TM) Products And Services as a Communications Option.**

PR Newswire, p5870

May 9, 2001

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1080

... energy price spikes and maintaining adequate energy supplies.

How it Works

The solution features a **new** , high **technology** Carrier Energy Management Interface (EMi) -- an Internet-communicating, seven-day programmable thermostat -- that is installed...

...or heat pumps, as well as a Web-browser interface for utilities developed by Silicon **Energy** , an enterprise **energy** management software development **company** .

emWare provides the Internet functionality and advanced messaging technology for ComfortChoice in locations where two...

...utility to communicate. emWare's 'no new wires' approach makes the PowerSave products easy to **install** , non-disruptive to current home communication systems and inexpensive.

Using Web-based software developed by Silicon **Energy** , a utility

Search Report from Ginger R. DeMille

**company** operator initiates a temperature set point adjustment (curtailment), specifying how many degrees and for what...

18/3,K/8 (Item 5 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2004 The Gale Group. All rts. reserv.

08352707 Supplier Number: 70730654 (USE FORMAT 7 FOR FULLTEXT)  
**SeatAdvisor Inc. Addresses Venture Capital Audience At San Diego Technology Financial Forum.**  
Business Wire, p2043  
Feb 22, 2001  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 529

... compelling in today's profit-oriented investment environment."  
He continued, "SeatAdvisor is transaction based and **offers consumers** the best ticket- **buying** experience on the Internet with lower fees than competitors. With our innovative, **new technology**, we will soon be launching a complete box office ticketing and management system using software...

...has initiated a second or "B" round of funding that is expected to rapidly expand **sales** and achieve profitability.  
"Since we are focused on a large and very targeted market with...

...don't need to spend capital to build a consumer brand name," noted Rubin. "The **company** is designed to **use** the **power** of the Internet to operate at low costs, and therefore we are able to pass...

18/3,K/9 (Item 1 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

16376459 SUPPLIER NUMBER: 107124833 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
)  
**Micro CHP, major issues: from next year, British domestic consumers will be able to generate their own electricity from microCHP equipment. What is more, they will have a choice of technology, as two new domestic CHP products, both based on the Stirling cycle, will reach the market almost simultaneously. (Distributed Generation)**

Wood, Janet  
Modern Power Systems, 23, 7, 36(2)  
July, 2003  
ISSN: 0260-7840 LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 2159 LINE COUNT: 00168

... example--and providing energy services rather than kilowatts. Suppliers can already see a major potential **market** is in providing capital-intensive but high efficiency **consumer** goods on a hire **purchase** or rental basis. It is a development that the government welcomed in its recent White...

18/3,K/10 (Item 2 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

Search Report from Ginger R. DeMille

11580782      SUPPLIER NUMBER: 20623623      (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Energy Boost. (PG&E Energy Services) (Company Operations)**  
Fryer, Bronwyn  
InformationWeek, n682, p129(1)  
May 18, 1998  
ISSN: 8750-6874      LANGUAGE: English      RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 1835      LINE COUNT: 00150

... my contact-management system, thank you,' and show them the  
benefits of working with a **new system**."

PG&E Energy Services sees such setbacks as temporary, part of a  
startup's growing...

**18/3,K/11      (Item 1 from file: 9)**  
DIALOG(R)File 9:Business & Industry(R)  
(c) 2004 The Gale Group. All rts. reserv.

3296332 Supplier Number: 03296332      (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Energy costs jolt distributors, too: the "energy crisis" is generally  
deregulation, too. (Cover Story**  
**(Article discusses effects of energy deregulation on metal service centers)**

Metal Center News, v 41, n 12, p 38(4)  
November 2001  
DOCUMENT TYPE: Journal ISSN: 0539-4511 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 1531

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...out to be unnecessary up to this point," Blivas says.

As a percentage of a **distributor**'s total costs, **energy** rates are  
relatively small. But factoring in lost **sales** and productivity due to  
unexpected downtime, or the expense of a backup generator, and the...

...rates, he explains. In September 1996, the governor signed a new law  
restructuring California's **electricity** market, and freezing rates  
charged to **consumers** until March 2002. Under the new law, the  
transmission and distribution of electricity would remain...

...and were required to purchase all their electricity needs from the  
wholesale market. Under this **new system**, the marketplace was supposed  
to ensure adequate supply. The expectation was that competition would drive  
...

...leading to lower rates for everyone.

As a result of California's booming economy, however, **demand** for **energy**  
outstripped **supply**. Since utilities were being prompted to sell their  
power plants, they were no longer responsible...

...which would have helped them minimize risks and stabilize prices.  
Instead they were required to **purchase** all their energy on the spot  
**market**, where prices fluctuate wildly. Because **consumers** were not  
charged the true price of power, they had little incentive to conserve.

Search Report from Ginger R. DeMille

"Southern...

18/3,K/12 (Item 2 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
(c) 2004 The Gale Group. All rts. reserv.

2142419 Supplier Number: 02142419 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Energy Boost -- PG&E Energy Services CIO Keast And His Team Mobilized  
Hundreds Of Salespeople To Sell Customized Services While The Company Was  
Still Evolving. Here's How They Managed The Daunting Job.**  
(PG&E Corp's PG&E Energy Services division's sales-force automation system  
is discussed; uses Aurum Software's Aurum SalesTrak, enterprise  
sales-force automation software system)  
Information Week, p 129  
May 18, 1998  
DOCUMENT TYPE: Journal ISSN: 8750-6874 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 1691

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...to get salespeople to use the Aurum tool consistently, says Harris.  
"Most people in our **sales** force have never used a tool like this," he  
says. "They have already developed their...

...my contact-management system, thank you,' and show them the benefits of  
working with a **new system**."

PG&E Energy Services sees such setbacks as temporary, part of a startup's  
growing...

18/3,K/13 (Item 1 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

28923140 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Q1 2003 NW Natural Earnings Conference Call - Final**  
FAIR DISCLOSURE WIRE  
May 01, 2003  
JOURNAL CODE: WFDW LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 4774

... underground gas storage facilities called the South Mist pipeline  
extension and the construction of a **new distribution system** in Coos  
Bay on the Southern Oregon coast. We also requested an increase in our...

...that a number of issues were not settled. They include return on equity,  
capital structure, **sales** forecast, rate spread between customer classes,  
and an industrial rate redesign proposal submitted as part...

... The combined impact of staff's recommendations for return on equity,  
capital structure, and the **sales** forecast including the weather issue is  
to reduce the revenue requirement in our case to...

18/3,K/14 (Item 2 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter

Search Report from Ginger R. DeMille

(c) 2004 The Dialog Corp. All rts. reserv.

27566741 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**First Reform the Grid, THE MOSCOW TIMES**

WORLD SOURCES (ENGLISH)

February 14, 2003

JOURNAL CODE: WWOS LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 907

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... and sales. If the grid's status as a natural monopoly is taken away and **market** rights are introduced for transferring **electricity**, then the **consumer** will be able to **buy energy** from the generating station that offers the lowest rate, regardless of how distant it is...

**18/3,K/15 (Item 3 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter

(c) 2004 The Dialog Corp. All rts. reserv.

24571349 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**New Liquid CO2 Based Cleaning Fluid Makes It Possible for Commercial Dry Cleaning Operators to Clean Garments Effectively Without Chlorinated Solvents**

PR NEWswire (US)

August 23, 2002

JOURNAL CODE: WPRU LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 944

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... 50,000 products in its range, with nearly 40,000 employees worldwide, and had total **sales** in 2001 of 6,425 million pounds sterling. For more information, visit ICI on line...

**18/3,K/16 (Item 4 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter

(c) 2004 The Dialog Corp. All rts. reserv.

06709907 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Rewiring India's power sector: Reforming the subcontinent's power industry and enticing foreign investment depends on overcoming political meddling, resistance by farmers, poor rates of return and outright theft of electricity**

SADANAND DHUME

FINANCIAL POST, p12

August 16, 1999

JOURNAL CODE: FFP LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1347

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... meter. Others find that a strategically placed matchstick works as well.

The answer is to **install** new meters: Since April, BSES has installed 40,000 in Orissa and another 100,000...

Search Report from Ginger R. DeMille

18/3,K/17 (Item 5 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

01324371

**Business In Asia Today From Asia Pulse**

PR NEWSWIRE

April 07, 1998 11:35

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 816

... with PFS would save the funds manager up to \$A10 million (\$US6.54 million) in **new** information **technology** costs alone.

Each day Asia Pulse creates up to 250 items of news, business opportunities...

18/3,K/18 (Item 6 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

01320289

**BUSINESS IN ASIA TODAY**

PR NEWSWIRE

April 07, 1998 7:22

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 816

... with PFS would save the funds manager up to \$A10 million (\$US6.54 million) in **new** information **technology** costs alone.

Each day Asia Pulse creates up to 250 items of news, business opportunities...

18/3,K/19 (Item 1 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
(c) 2004 The Gale Group. All rts. reserv.

04457812 Supplier Number: 56289648 (USE FORMAT 7 FOR FULLTEXT)

**EVENTUS LOGISTICS: Eventus Logistics launches demand plplanning and forecasting software.**

M2 Presswire, pNA

Oct 13, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 716

... works either in standalone mode, or integrated with all the leading ERP enterprise solutions. The **new system** enables the growing number of medium and large demand-driven companies in dynamic markets such anticipate all aspects of **market** demand, allowing them to produce what **customers** actually want to **buy**.

Demand Planner contains easy-to-use tools to automatically isolate user-defined problems within the...Bayesian modelling techniques to provide optimal analytical forecasts.

According to Geoff Lane, Vice President of **Sales** for Eventus Logistics' EMEA operation: "Many companies have now re-engineered their ERP systems for...and the technology is being developed to enable broader collaboration with business partners, including customers, **suppliers** and channel partners **using** the **power** of the Internet. Typical **Demand**

Search Report from Ginger R. DeMille

Chain users include:

- \* Channels - collecting and aggregating channel demand
- \* Demand Planners - market forecasting, product management...

18/3,K/20 (Item 1 from file: 813)

DIALOG(R) File 813:PR Newswire

(c) 1999 PR Newswire Association Inc. All rts. reserv.

1184683

CGW048

**Unicom Energy Services Announces New Energy Management System Allowing Multi-Site Customers to Track Electricity Usage via the Internet**

DATE: November 12, 1997

15:26 EST

WORD COUNT: 524

...and CFO's who need access to enterprise-wide energy information."

The heart of the **new system** is the open-protocol Active Energy Management (AEM) Server from Engage Network Inc. of Milwaukee...

... and Unicom's expertise in the energy industry will allow both companies to capture additional **sales** beyond traditional boundaries."

"This system is a huge enabler of information," Downey said. "It allows customers with multi-site facilities and centralized energy decision-making organizations to monitor its total **energy usage** in real time. Unicom **Energy Services** will be able to analyze the data and make **recommendations** that will increase **customers** ' energy efficiency and significantly impact their energy- **buying** strategies."

"As the energy industry enters deregulation, this alliance between information technology and energy analysis...

?

Search Report from Ginger R. DeMille

OR BUYING OR S16)

? t20/3,k/all

**20/3,K/1 (Item 1 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

08570129 SUPPLIER NUMBER: 18154263 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Energy users get three wise men but not much cheer. (United Kingdom)**

Heslop, Peter G.

Petroleum Times, v16, n1, p3(1)

Jan 5, 1996

ISSN: 0261-3883

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 449

LINE COUNT: 00038

... advising clients against buying electricity directly from the Pool.  
Larger users can at least now **monitor** their **power use** through  
various services provided by contracts with the RECs. Consumption graphs,  
based on half-hourly...

**20/3,K/2 (Item 1 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

05599295 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Keeping your cool**

MICHAL YUDELMAN

JERUSALEM POST, p30

June 03, 1999

JOURNAL CODE: WJPT

LANGUAGE: English

RECORD TYPE: FULLTEXT

WORD COUNT: 2045

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... energy label either on the unit, or at a prominent point near it.  
WHEN YOU **buy** an air conditioner, the company sends a **consultant** to  
**advise** on the best type of system for your home's size, position,  
direction and space...  
?



Search Report from Ginger R. DeMille

? t22/3,k/all

**22/3,K/1 (Item 1 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

(c) 2004 ProQuest Info&Learning. All rts. reserv.

00796075 94-45467

**Before and after**

Glazer, Sarah

Inc. v15n12 PP: 72-79 Winter 1994

ISSN: 0162-8968 JRNL CODE: INO

WORD COUNT: 3301

...TEXT: and they agreed up front what would be included in the price. At Behrens's **recommendation**, Stergis **purchased** the hardware himself, reducing expenditures for the **consultant**'s time.

Altogether Stergis spent \$22,100. That covered one 486 PC for the network ... that make Stergis's setup reliable. They include the backup-tape drive and the uninterruptible **power supply**, both of which the company **uses** conscientiously to protect stored **data** from potential catastrophes such as computer viruses and power outages. Another is a computerized record...

**22/3,K/2 (Item 2 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

(c) 2004 ProQuest Info&Learning. All rts. reserv.

00589696 92-04869

**It's a Clean Machine**

Stevens, Larry

Manufacturing Systems v9n12 PP: 34-37 Dec 1991

ISSN: 0748-948X JRNL CODE: MFS

WORD COUNT: 2600

...TEXT: the problem--next a way to solve it."

One way to track problems is to **use** a **power monitoring** system such as PowerNode by Basic Measuring Instruments of Foster City, CA. This device samples...

...enters the building and near control systems and data interfaces.

Les Robertson, vice president of **sales** and marketing for Para Systems, Carrollton, TX, **advises** adding protection against low-voltage situations by **buying** a voltage regulator. He says one model, Para surge protector, costs \$80, while an equivalent...

**22/3,K/3 (Item 1 from file: 16)**

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

05447978 Supplier Number: 48259142 (USE FORMAT 7 FOR FULLTEXT)

**MARKETS HEAT UP For Gas Desiccants**

Dombrowski, Larry

Contracting Business, pR3

Feb, 1998

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Search Report from Ginger R. DeMille

Word Count: 3022

... up. A number of respondents do not conduct any formal cost studies, but rather compare **energy** bills at similar stores or **use** other 'off-the-cuff' **measures** .

In one case, a monitoring company was engaged but did the job poorly, so the...owner and being very risk adverse, they don't want to be the one who **recommends** a **new technology** that turns out not to please the owner.'

' **Consulting** engineers don't attempt to provide unsolicited information on gas desiccant equipment, but they will...

22/3,K/4 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

04727623 Supplier Number: 46959871 (USE FORMAT 7 FOR FULLTEXT)

**AIM Safety Company Inc.**

PR Newswire, p1209LAM042

Dec 9, 1996

Language: English Record Type: Fulltext

Article Type: Biography

Document Type: Newswire; Trade

Word Count: 1294

... facility, "New Venture Gear Company", has awarded AIM Safety Company the contract to manufacture and **supply** their toxic **gas** -safety and **monitoring** systems within a billion dollar expansion. Chryslers' new and proprietary gear manufacturing process requires highly...or break the 30 Million Dollar mark in Sales to June '97, as forecast.

Expected **Sales** growth of 130% is, in part due to tremendous consumer product acceptance and producing the **recommended** best **buy** for battery operated CO detectors. The AIM in-home Carbon Monoxide Detector and or the ...

22/3,K/5 (Item 3 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

03733090 Supplier Number: 45294476 (USE FORMAT 7 FOR FULLTEXT)

**WFA Speaker Advises Fairs To Seek Alternative Funding**

Amusement Business, v0, n0, p7

Jan 30, 1995

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 715

... fair members. She suggested that fairs consider partnering themselves with other fairs for greater buying **power** , and greater sponsorship clout.

" **Use** your **collective** muscle to buy together and to provide a larger audience for your sponsors," she told...

...people in front of you and 12 people behind you, all asking for something." She **suggested** talking with **sales** representatives. "Find out from them what their corporate directive is. If it is increasing teen **buys** , show them how you can give them a package that fits their goals."

Thus, demographic...

Search Report from Ginger R. DeMille

**22/3,K/6 (Item 4 from file: 16)**

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

02914681 Supplier Number: 43935709 (USE FORMAT 7 FOR FULLTEXT)

**The Latest Wave In LANs: Laser Beams**

Bank Technology News, p21

July, 1993

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1673

... two buildings 150 yards apart,' says Mark Holl, Citadel's systems manager. The bank's **consultants recommended** laser or phone lines and Citadel chose laser 'for its ease of **installation** and inherent security,' says Holl. He adds, 'It is a cost-competitive permanent solution. Capacity ...

...sight of one another, and each linked to a LAN inside a building. The units, **using low power**, transmit **data** at up to 16 million bits per second depending on the type of LAN to...

**22/3,K/7 (Item 1 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

11860882 SUPPLIER NUMBER: 60116647 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Firm transportation contracts: when they expire - a five-step primer for pipeline shippers. (Interview)**

Radford, Bruce W.

Public Utilities Fortnightly (1994), 138, 5, 52

March 1, 2000

DOCUMENT TYPE: Interview LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 2312 LINE COUNT: 00189

... fluctuated considerably over the past couple of years but have increased steadily. Shippers continually must **monitor gas supply** prices to spot trends and have the flexibility in their transportation contracts to take advantage...provides opportunity to take advantage of future developments.

Strategic Energy Ltd. ("SEL") is an energy **consulting** and management company based in Pittsburgh. As a supply-side energy manager, SEL **advises** and represents customers in cost-effective energy **purchases**. SEL has provided energy management and **consulting** services nationwide since its inception in 1986. See www.sel.com.

David A. Boger is...

**22/3,K/8 (Item 2 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

10876033 SUPPLIER NUMBER: 54035506 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Getting the best from burners with good practice guidance.**

Patterson, James

Metallurgia, 66, 1, 12(1)

Jan, 1999

Search Report from Ginger R. DeMille

ISSN: 0141-8602      LANGUAGE: English      RECORD TYPE: Fulltext  
WORD COUNT: 716      LINE COUNT: 00061

... of a badly set up system include poor product quality, high reject rates and excessive **energy consumption** . It is good practice to **monitor** furnace operation in order to provide early warning of any such problems. As a matter of course, **energy consumption** , production output and faults should be **monitored** on a regular basis, and the data obtained compared with historical data (if available), design...

...considering retrofitting or installing new burners, it is essential to identify the exact requirements before **purchase** . Burner manufacturers, furnace builders and **consultants** can offer invaluable **advice** at this stage, and the new 'Good Practice Guide on Burners and Controls' document prepared...

**22/3,K/9 (Item 3 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

08570129      SUPPLIER NUMBER: 18154263      (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Energy users get three wise men but not much cheer. (United Kingdom)**  
Heslop, Peter G.  
Petroleum Times, v16, n1, p3(1)  
Jan 5, 1996  
ISSN: 0261-3883      LANGUAGE: English      RECORD TYPE: Fulltext  
WORD COUNT: 449      LINE COUNT: 00038

... pounds)130/MWh. This is an enormous difference from the low summer prices and many **consultants** are now **advising** clients against **buying** electricity directly from the Pool.

Larger users can at least now **monitor** their **power use** through various services provided by contracts with the RECs. Consumption graphs, based on half-hourly...

**22/3,K/10 (Item 4 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
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07674887      SUPPLIER NUMBER: 16382277      (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**WFA speaker advises fairs to seek alternative funding. (Western Fairs Association)**  
Ray, Susan  
Amusement Business, v107, n5, p7(1)  
Jan 30, 1995  
ISSN: 0003-2344      LANGUAGE: ENGLISH      RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 756      LINE COUNT: 00059

... fair members. She suggested that fairs consider partnering themselves with other fairs for greater buying **power** , and greater sponsorship clout.

" **Use** your **collective** muscle to buy together and to provide a larger audience for your sponsors," she told...

...people in front of you and 12 people behind you, all asking for something." She **suggested** talking with **sales** representatives. "Find out from them what their corporate directive is. If it is increasing teen **buys** , show them how you can give them a package that fits their goals."

Search Report from Ginger R. DeMille

Thus, demographic...

22/3,K/11 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

06455010 SUPPLIER NUMBER: 13769902 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Trimming the fat. (retail industry management techniques) (includes related articles) (Cover Story)**

Johnson, Walter E.

Do-It-Yourself Retailing, v164, n2, p85(8)

Feb, 1993

DOCUMENT TYPE: Cover Story ISSN: 0889-2989 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 5898 LINE COUNT: 00449

... happened.

"Maybe our one mistake was trying to do too much at once," he says.  
**Sales** slumped while the Serights were switching wholesalers, reformatting their store and installing a **new computer system**.

Despite this healthy **advice**, many TABULAR DATA OMITTED retailers may find themselves out of shape, financially speaking. Perhaps a...from the previous year. He provided me with degree-day information that allowed me to **measure** the efficiency of my **fuel consumption**. I set up a chart showing our usage compared to the previous year, and I...

22/3,K/12 (Item 6 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

05903909 SUPPLIER NUMBER: 12399859 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Efficient performance with lighting systems. (Building Systems) (Buyers Guide)**

Barron, Cindy

Buildings, v86, n4, p66(5)

April, 1992

DOCUMENT TYPE: Buyers Guide ISSN: 0007-3725 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 4636 LINE COUNT: 00402

... trade show are open to corporate facility engineers. NALMCO members are association-education lighting energy **consultants**, certified lighting management **consultants**, and lighting technicians who audit lighting systems, locate financing sources (such as utility rebates), and **recommended** and **install** energy-efficient and quality-enhancing lighting.

For additional information, contact: interNational Association of Lighting Management...Lights fit standard incandescent sockets, have an average rated life of 9,000 hours, and **consume** 75 percent less **energy**. **Measuring** 84 on the color rendering index (CRI), lamps create a natural light atmosphere. Panasonic Communications...

22/3,K/13 (Item 7 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

04556104 SUPPLIER NUMBER: 08891661 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Integrated manufacturing: new wizards of management. (special supplement)**

Search Report from Ginger R. DeMille

Beckert, Beverly; Knill, Bernie; Rohan, Thomas M.; Weimer, George  
Material Handling Engineering, v45, n4, p1M2(10)  
April, 1990  
ISSN: 0025-5262      LANGUAGE: ENGLISH      RECORD TYPE: FULLTEXT  
WORD COUNT: 7592      LINE COUNT: 00630

... interacts with industrial robotics technology.  
Magnetic stripe technology records, or encodes, information onto a material, **using** low-or high- **energy** charges. These charges can be **read** by a decoder that translates them into numbers and letters for identification by a computer...typically grouped into transaction sets, or messages. Common transaction sets include:

- \* Invoices;
  - \* Payment orders/remittance **advice** ;
  - \* Planning schedules/releases;
  - \* Price lists/ **sales** catalogs;
  - \* Requests for quotation/responses;
  - \* **Purchase** orders/acknowledgments
  - \* Ship notices;
  - \* PO change requests/acknowledgments.
- Many other EDI transaction sets are driven...

**22/3,K/14      (Item 8 from file: 148)**  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

04551155      SUPPLIER NUMBER: 08400776      (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**American Power Conversion Corp. 360SX. (Hardware Review) (one of eight evaluations of standby power supply systems in 'Power supplies offer affordable security.') (evaluation)**

Rosch, Winn L.; Damore, Kelley  
PC Week, v7, n17, p89(2)  
April 30, 1990  
DOCUMENT TYPE: evaluation      ISSN: 0740-1604      LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 625      LINE COUNT: 00048

... at Exxon U.S.A. Inc.  
In the instance of a thunderstorm, "I needed a **power supply** that allowed a user to save **data** and shut down the materials in a reasonable fashion," Bahr said.  
He said he is...

...North Canton Tool Inc., a Canton, Ohio, contract machining company.  
Perez has just installed a **new system** in the Canton office, and her software **consultant recommended** the 360SX.  
"With our backup and posting software, it is important to have a power...

**22/3,K/15      (Item 9 from file: 148)**  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

04550669      SUPPLIER NUMBER: 08837979      (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Integrated manufacturing IX: new wizards of management. (Includes related article on Texas Instruments) (Supplement to Penton Publications)**  
Beckert, Beverly; Knill, Bernie; Rohan, Thomas M.; Weimer, George  
Industry Week, v239, n6, p59(11)

Search Report from Ginger R. DeMille

March 19, 1990

CODEN: IWEEA

ISSN: 0039-0895

LANGUAGE: ENGLISH

RECORD TYPE:

FULLTEXT

WORD COUNT: 7571

LINE COUNT: 00628

... interacts with industrial robotics technology.

Magnetic stripe technology records, or encodes, information onto a material, **using** low- or high- **energy** charges. These charges can be **read** by a decoder that translates them into numbers and letters for identification by a computer...typically grouped into transaction sets, or messages. Common transaction sets include:

- \*Invoices;

- \*Payment orders/remittance **advice** ;

- \*Planning schedules/releases;

- \*Price lists/ **sales** catalogs;

- \*Requests for quotation/responses;

- \* **Purchase** orders/acknowledgments;

- \*Ship notices;

- \*PO change requests/acknowledgments.

Many other EDI transaction sets are driven...

22/3,K/16 (Item 10 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

01754765 SUPPLIER NUMBER: 02710990 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Low cost moves save user \$1.7 million over 4 years.**

Cohn, Lisa

Energy User News, v8, p4(2)

April 4, 1983

ISSN: 0162-9131

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1405

LINE COUNT: 00114

... and used 200,421 Btus per square foot of floor space. In 1980, after Higgins' **measures** were implemented, the center **consumed** 28,754,880 kwh of **electricity** , 665,800 ccf of natural gas and 139,864 Btus per square foot.

In the...

...the firm challenged calculations made by those utilities, Higgins noted.

Donald McGeddy of Donald McGeddy **Consulting** Engineers, Rochester, N.Y., **recommended** the **installation** of Thrift-Mate fluorescent lamps.

The lamps, which paid for themselves in electricity savings in...

22/3,K/17 (Item 1 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2004 The Dialog Corp. All rts. reserv.

27709778 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Demand Upturn Is Good for Thai Electronics Firm**

Mark Fein

KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS - BANGKOK POST - BANGKOK, T

February 24, 2003

JOURNAL CODE: KBKP

LANGUAGE: English

RECORD TYPE: FULLTEXT

WORD COUNT: 739

(USE FORMAT 7 OR 9 FOR FULLTEXT)

Search Report from Ginger R. DeMille

Delta Electronics (DELTA), which manufactures switching **power supply** (SPS) units, flat-screen LCD **monitors** and DC fans for computer and telecommunications equipment makers, is riding an upturn in demand...  
... share price still has plenty of upside potential, and that Delta will report even higher **sales** and profits for 2003 and 2004.

Kim Eng Securities has a **buy recommendation** on Delta with a target price of 40 baht, based on an undemanding price-to...

22/3,K/18 (Item 2 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

27706044 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Demand upturn good for Delta**

**STOCK FOCUS: Higher-margin SPS units set to give profits a lift this year**

MARK FEIN

BANGKOK POST

February 24, 2003

JOURNAL CODE: FBKP LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 721

(USE FORMAT 7 OR 9 FOR FULLTEXT)

Delta Electronics (DELTA), which manufactures switching **power supply** (SPS) units, flat-screen LCD **monitors** and DC fans for computer and telecommunications equipment makers, is riding an upturn in demand...  
... share price still has plenty of upside potential, and that Delta will report even higher **sales** and profits for 2003 and 2004.

Kim Eng Securities has a **buy recommendation** on Delta with a target price of 40 baht, based on an undemanding price-to...

22/3,K/19 (Item 3 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

25510037 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**HOT STOCKS: : Stock: Delta Electronic Plc (DELTA)**

The Nation.

NATION (THAILAND)

October 16, 2002

JOURNAL CODE: WTNN LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 521

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... on year and 166 per cent quarter on quarter, due to strong sales of switching **power supply** equipment and flat screen **monitors** as well as an estimated Bt278 million in foreign exchange gains.

With its 100 per...

...traded, as shareholders received it free of charge.

Stock: Thai Storage Battery Plc (BAT-3K)

**Recommendation : Buy**

Securities house: KGI Securities (Thailand)

KGI forecast BAT-3K's net **sales** in the third quarter would be Bt407 million, up 11 per cent on the year...



Search Report from Ginger R. DeMille

22/3,K/20 (Item 4 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

21955647 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Euroshares drift lower at midday, but oils enjoy fresh support**  
AFX EUROPE (FOCUS)  
March 27, 2002  
JOURNAL CODE: WAXE LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 1073

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... further signs of the building recovery across the Atlantic after yesterday's above-forecast US **consumer** confidence **data**.

The **Energy** sector, up 0.51 pct at 369.07, sparkled throughout the morning session as the...

...with Dell, which is valued at up to 5 bln usd. ABN Amro repeated its '**buy**' **advice** and 35-eur price target, saying the deal will add more visibility to **sales** growth in coming years. The Dutch broker pointed out that Philips' Components and Semiconductors divisions...

22/3,K/21 (Item 5 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

13667438 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**AFX European at a glance briefing note - 9.30 am Tuesday**  
AFX EUROPE  
November 07, 2000  
JOURNAL CODE: WAXE LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 2277

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... AMADEUS 9 MTHS NET 16.347 BLN PTAS VS 19.267 BLN.  
\* AMADEUS 9 MTHS **SALES** 194.082 BLN PTAS VS 168.645 BLN.  
- Campofrio's Navidul, Omsa **buys** **recommended** for approval by Spain antitrust arm.  
- Banco Popular 180 mln eur preference share issue rated...elections.  
- U.S. Treasury auction of 5-yr notes (7.20 pm).  
- U.S. Sept **consumer** credit (9.00 pm).  
- API weekly **oil** **data** (11.00 pm).  
MEXICO  
news  
- Cemex takes over Southdown of U.S. for 2.8...

22/3,K/22 (Item 6 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

10388154 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Thai electronics earnings outlook strong; Hana/KCE recommended "buy"**  
AFX (AP)  
April 03, 2000  
JOURNAL CODE: WAXA LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 574

Search Report from Ginger R. DeMille

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... plant will be the major driver for KCE's long-term growth. So we also **recommend** a strong **buy** in the shares," the report said.

For Delta Electronics (Delta), the report said the company's **sales** are expected to grow 17 pct over the 2000-2002 period.

"This is supported by a capacity expansion for its main product lines

- **monitors** and switching **power supply** (SPS) - and a greater focus on higher-end products" such as the 17-inch monitors...

**22/3,K/23 (Item 7 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter

(c) 2004 The Dialog Corp. All rts. reserv.

05599295 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Keeping your cool**

MICHAL YUDELMAN

JERUSALEM POST, p30

June 03, 1999

JOURNAL CODE: WJPT LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 2045

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... are measured by their coefficient of performance (COP). This is the cooling (or heating) capacity **measured** against **electricity consumption**

Nowarski says a COP of three is recommended as the most efficient, using less electricity...

...energy label either on the unit, or at a prominent point near it.

WHEN YOU **buy** an air conditioner, the company sends a **consultant** to **advise** on the best type of system for your home's size, position, direction and space...

**22/3,K/24 (Item 1 from file: 636)**

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2004 The Gale Group. All rts. reserv.

01206602 Supplier Number: 41163774 (USE FORMAT 7 FOR FULLTEXT)

**NEW FAX AND MODEM PRODUCTS PREVALENT AT COMNET**

Communications Daily, v10, n27, pN/A

Feb 8, 1990

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 572

... services demonstrated were those that involved add-ons, not new technology.

George Stamps, pres., GMS **Consulting**, Oxford, Ga., who **advises** on fax and other technologies, told us that even fax service bureaus offered by common...

...Hirzel told reporters that main advantage to modem is mobility and fact it doesn't **use** external **power**, thus avoiding **power** surges. VoCal also makes palm-sized **data** modem, Stowaway 2400, that enables desktop,

Search Report from Ginger R. DeMille

portable or laptop users to send/receive data at...

22/3,K/25 (Item 1 from file: 810)

DIALOG(R)File 810:Business Wire

(c) 1999 Business Wire . All rts. reserv.

0714223 BW1004

**POWER COMPUTING:** Power Computing Corporation unveils new website; Site features Mac OS industry's first web-based configurator and virtual storefront, online support and free software

June 17, 1997

Byline: Business Editors & High Tech Writers

...including the Mac OS industry's first and exclusive Power Digital Consultant.

The Power Digital **Consultant** walks users through the process of **buying** a Power Computing system, and makes system and configuration **recommendations** based on the buyer's performance, price and software application needs. Customers can then purchase...

...to be the price/performance leader for direct sales of Mac OS-based personal computers. **Using** a direct business model, **Power Computing** is able to offer lower prices while also maintaining close relationships with its customers. Every...  
?

Search Report from Ginger R. DeMille

? show files;ds

File 350:Derwent WPIX 1963-2004/UD,UM &UP=200423  
(c) 2004 Thomson Derwent  
File 344:Chinese Patents Abs Aug 1985-2004/Mar  
(c) 2004 European Patent Office  
File 347:JAPIO Nov 1976-2003/Dec(Updated 040402)  
(c) 2004 JPO & JAPIO  
File 371:French Patents 1961-2002/BOPI 200209  
(c) 2002 INPI. All rts. reserv.  
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File 256:SoftBase:Reviews,Companies&Prods. 82-2004/Mar  
(c)2004 Info.Sources Inc  
File 474:New York Times Abs 1969-2004/Apr 14  
(c) 2004 The New York Times  
File 475:Wall Street Journal Abs 1973-2004/Apr 14  
(c) 2004 The New York Times  
File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13  
(c) 2002 The Gale Group

Set	Items	Description
S1	7097762	ENERGY OR GAS OR ELECTRICITY OR FUEL OR PETROL OR PETROLEUM OR OIL OR POWER
S2	1261406	S1(6N) (USE OR USAGE OR CONSUMPTION OR CONSUME? OR CONSUMMING OR SUPPLY OR USES OR USING OR EXPEND? OR DEMAND)
S3	71640	S2(6N) (MONITOR? OR COLLECT? OR MEASUR? OR METRIC? OR READ? OR DATA OR COMPUTE OR COMPUTE OR COMPUTES OR COMPUTING)
S4	185543	S1(6N) (SUPPLIER? OR DISTRIBUTOR? OR VENDOR? OR MERCHANT? OR COMPANY OR SUPPLIES OR PRODUCER? OR MANUFACTURER?)
S5	1351373	CONSUMER? OR CUSTOMER? OR HOMEOWNER? OR HOME()OWNER? OR RENTER? OR USER OR CLIENT OR ACCOUNTHOLDER? OR ACCOUNT()HOLDER?
S6	88669	S5(8N) (SELL OR SELLING OR SELLS OR MARKET OR MARKETS OR OFFER? OR ADVERTIS? OR TELEMARKET? OR RECOMMEND? OR SUGGEST?)
S7	3801	S6(8N) (PURCHASE OR PURCHASES OR PURCHASING OR BUY OR BUYS - OR BUYING)
S8	504503	INSTALL OR INSTALLS OR INSTALLATION
S9	637994	CONSULTANT OR CONSULTANTS OR CONSULTING OR SALES
S10	0	S3 AND S4 AND S7 AND (S8 OR S9)
S11	338	S3 AND S9
S12	15	S8 AND S11
S13	5	S12 FROM 350,344,347,371
S14	10	S12 NOT S13
S15	10	RD (unique items)
S16	79965	(UPGRADE? OR UPGRADING OR NEW OR REPLACE? OR REPLACING) (1W- ) (SYSTEM OR TECHNOLOGY)
S17	4	S11 AND S16
S18	204	S3 AND S16
S19	3	S6 AND S18
?		

? t15/7/all

**15/7/1 (Item 1 from file: 2)**

DIALOG(R)File 2:INSPEC

(c) 2004 Institution of Electrical Engineers. All rts. reserv.

7515300 INSPEC Abstract Number: B2003-03-7320W-004

**Title: Metering matters-inaccurate gas measurement can cost thousands**

Author(s): Bowles, E.B., Jr.

Author Affiliation: Fluid Syst. Eng. Sect., Southwest Res. Inst., San Antonio, TX, USA

Journal: Power Engineering vol.106, no.4 p.32, 35-6

Publisher: PennWell Publishing,

Publication Date: April 2002 Country of Publication: USA

CODEN: POENAI ISSN: 0032-5961

SICI: 0032-5961(200204)106:4L:32:MMIM;1-C

Material Identity Number: P156-2002-006

Language: English Document Type: Journal Paper (JP)

Treatment: Practical (P)

Abstract: Gas -fired power plants consume large volumes of gas . Accurate measurement of natural gas consumption in gas -fired power plants is a necessary element in commodity pricing of electricity . An accurate measure of the gas consumption is also critical to determining plant efficiency. Inaccurate gas measurement can result in inequitable charges or can give a false indication of a problem with a plant's operational efficiency. This article describes gas metering technologies and the importance of meter calibration. Proper meter selection, installation , operation and maintenance are vital to consistent, accurate gas measurement. Industry standards for various gas metering technologies are available and can be referenced in gas sales contracts to help ensure accurate, equitable gas measurement. The difference between an accurate and an inaccurate flow meter reading can mean significant cost savings to plant operators as well as the gas supplier. Often, offsite meter calibrations are a preferred option for establishing or confirming meter accuracy because test conditions can be more precisely controlled than with an in-situ meter calibration.

Subfile: B

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**15/7/2 (Item 2 from file: 2)**

DIALOG(R)File 2:INSPEC

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02889819 INSPEC Abstract Number: D87001598

**Title: Amoco petrol stations install data transfer system**

Journal: Electronic Banking & Finance vol.4, no.2 p.9-10

Publication Date: April 1987 Country of Publication: Netherlands

CODEN: EBFIE4 ISSN: 0265-9239

Language: English Document Type: Journal Paper (JP)

Treatment: General, Review (G)

Abstract: Amoco Oil Corp. uses its new US electronic data system for processing credit and information sales , and connects an electronic cash register to monitor underground storage tanks. Fast credit card authorization averages under five seconds, while the system also notifies dealers of price changes and provides accurate sales and inventory data. It also handles pump control, readout and electronic mail. Mobil and Exxon have both signed agreements that will permit access by large groups of card holders and Chevron and Citgo are both actively considering new strategies.

Subfile: D

Search Report from Ginger R. DeMille

15/7/3 (Item 3 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2004 Institution of Electrical Engineers. All rts. reserv.

00859423 INSPEC Abstract Number: C76004203

**Title: Refine and dandy (online control system for petroleum industry)**

Author(s): Miller, S.C.

Journal: Computer Decisions vol.7, no.7 p.20-2, 26

Publication Date: July 1975 Country of Publication: USA

CODEN: CODCB8 ISSN: 0010-4558

Language: English Document Type: Journal Paper (JP)

Treatment: Applications (A); Practical (P)

Abstract: Online control systems are part of the petroleum industry everywhere. An **installation** is described which **uses** a minicomputer to control and **monitor** oil production and **sales**. (0 Refs)

Subfile: C

15/7/4 (Item 4 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2004 Institution of Electrical Engineers. All rts. reserv.

00227850 INSPEC Abstract Number: C71004760

**Title: Performance of oilfield automation systems**

Author(s): Sommer, H.A.

Author Affiliation: Pan American Petroleum Corp., Tulsa, OK, USA

Conference Title: Record of conference papers of the 17th annual petroleum and chemical industry conference p.9 pp.

Publisher: IEEE, New York, NY, USA

Publication Date: 1970 Country of Publication: USA 362 pp.

Conference Sponsor: IEEE

Conference Date: 14-16 Sept. 1970 Conference Location: Tulsa, OK, USA

Language: English Document Type: Conference Paper (PA)

Abstract: With the **installation** of the computer controlled automation system in the Poso Creek Field in California in 1960, the oil industry embarked on a new technological road. The industry was installing automatic oil **sales** points termed LACT (Lease Automatic Custody Transfer) about this same time. To a lot of the people in the oil patch it was difficult to accept the fact that electronically and mechanically controlled equipment could automatically and efficiently perform such tasks as **measuring oil**. **Using** computers to obtain field **data** and control field operations was even more difficult to accept. In 1969 it was reported that 42 computer controlled systems were operating in oil and gas fields in North America. The growth of this more sophisticated type of operation has not been as dramatic as the LACT history, but the use of computer controlled oilfield automation systems has shown a continued steady increase. This article describes performance of these oilfield automation systems.

Subfile: C

15/7/5 (Item 1 from file: 99)

DIALOG(R)File 99:Wilson Appl. Sci & Tech Abs

(c) 2004 The HW Wilson Co. All rts. reserv.

1248843 H.W. WILSON RECORD NUMBER: BAST95044596

**Evaluation of retail lighting**

AUGMENTED TITLE: with discussion and reply

Cuttle, C; Brandston, H

Search Report from Ginger R. DeMille

Journal of the Illuminating Engineering Society v. 24 (Summer '95) p. 33-49  
DOCUMENT TYPE: Feature Article ISSN: 0099-4480

ABSTRACT: The authors describe the design, implementation, monitoring, and evaluation of the conversion of a retail store to energy-efficient lighting. **Monitoring** included **measurements** of illuminance distributions, **energy use**, and **installation** and operating costs, as well as surveys that measured the influence of relighting on **sales** and the attitudes of customers and staff. The survey showed that the new lighting had a positive effect on **sales**, energy efficiency, and customer and staff attitudes.

15/7/6 (Item 1 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06567845

oljepanna billigt val for villan

SWEDEN: ON HOUSEHOLD HEATING SYSTEMS

Dagens Nyheter (XSU) 07 Jan. 1998 p. A 20

Language: SWEDISH

Traditional oil burners do hardly exist anymore on the Swedish market, the paper concludes, as most consumers are changing over to different combination heating systems for household use. "Combination" burners can use electricity during the Summer months, and then there are "heat pumps" or different forms of heat exchangers. New installation grants from the government of up to 30 000 SEK (around 3750 US\$) might stimulate the demand. But **installation** costs vary greatly at the local market, and the paper states that local firms might demand from 45 300 to 60 000 SEK for a new burner. And as long as heating oil is available at 4500 SEK per cubic metre, and electricity costs 0,50 SEK or much more per kWh, local heating still remains cost-effective for the private **consumer**. Stockholm Energi is one local **energy** supplier, which has tabulated calculus **data** for single family users.

15/7/7 (Item 2 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06368614

SKEPSIS MOT FJDRRAVLDSNING

SWEDEN/UK: AUTOMATIC POWER METRES CRITICISED

Svenska Dagbladet (XUX) 20 Sep 1996 p. N4

Language: SWEDISH

Per Andersson, Swedish Technical AttachZ in London, UK says that most British power distributors are critical against the idea of automatic power metres for household use, as tests show that this kind of equipment becomes far too awkward and expensive to **install**. Normal power metre checks by a man from the local power company or gas works are still more cost-efficient, even in the long run. The most optimistic evaluations on what automatic **power** metre **readings** cost per household **consumer** and year lie are equivalent to 500 SEK or around 76 US\$. Therefore, Swedish observers now doesn't regard it as likely that automated **power** metre **readings** will be in much **use** after the deregulation of the household distribution market in the year 1998.

Search Report from Ginger R. DeMille

15/7/8 (Item 3 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06051732

French Bonna Pipe **ready** to enter Water **Supply** and **Power** Sectors

THAILAND: NIPPON HUME TEAMED UP WITH HK FIRM

Bangkok Post (XBN) 22 Sept. 1994 P.22 BusinessPost

Language: ENGLISH

Nippon Hume Concrete (Thailand) Co Ltd, a spun concrete pile producer and contractor, has teamed up with Humex Bonna Co Ltd of Hong Kong to set up a joint venture firm, called Humex Bonna (Thailand) Co Ltd. Humex Bonna will be responsible for the production, sale and **installation** of Reinforced Concrete Pressure Pipe - Steel Cylinder Type (Bonna Pipe), Prestressed Concrete Pressure Pipe with or without Steel Cylinder (PC Pipe), RC (Jacking) Pipe, segment, in the country and around the region. For a start, Humex Bonna will undertake intensive marketing and trading activities and envisages to reach in 3 years the annual **sales** target of B 1.2 bn with **installation** of full production facilities. Meanwhile, the firm is planning to erect a pile plant in Nonthaburi or at the Eastern Seaboard area.

15/7/9 (Item 4 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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04578272

Showcase in Suburbia

UK - REVIEW OF MILTON KEYNES ENERGY PARK

Financial Times (C) 1991 (FT) 16 October 1991 pVII

United Kingdom: this article, part of a twelve page Financial Times survey on Energy Efficiency, reports in detail on the Milton Keynes Energy Park. Since its inception in the early 1970s, Milton Keynes has pioneered the concept of energy efficient housing. It is now extending its standards to include industrial and commercial developments. Milton Keynes Development Corporation has set aside a 300-acre site near the city centre, called it the Energy Park and devoted it to energy-efficient housing and industrial development. The **Energy** Park is aimed at raising **consumers** 'awareness of **energy** efficiency. Most of the energy efficient **measures** in the Park's existing houses are hidden features such as loft, wall and floor insulation. If these are specified from the start, they are fairly cheap to **install**. Other features include double glazing, with most of the windows facing south, low energy lighting, and more efficient heating systems. Most of the houses also have conservatories which trap a lot of solar heat. These measures reduce occupants' fuel bills by at least a third and often as much as half. The National Energy Foundation, which grew out of Milton Keynes' leading position on energy efficiency, will start construction next year on the National Energy Centre in the Energy Park. (Abstract)\*\*  
Copyright: Financial Times Ltd 1991

15/7/10 (Item 5 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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03292147



Search Report from Ginger R. DeMille

VOLTAGE **INSTALLS** ENERGY SYSTEM AT ARGOS HQ

UK - VOLTAGE **INSTALLS** ENERGY SYSTEM AT ARGOS HQ

Electrical Review (ELR) 20 February 1990 p33

ISSN: 0013-4384

Voltage Control Systems, energy conservation concern, has just completed the **installation** of a building energy management system (bems) at the Argos Distributors, mail order firm, HQ building in Milton Keynes. The system controls and **monitors** the building's heating, lighting, **electricity consumption** and air conditioning.

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Search Report from Ginger R. DeMille

? t13/7/all

13/7/1 (Item 1 from file: 350)

DIALOG(R) File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

015723052 \*\*Image available\*\*

WPI Acc No: 2003-785252/200374

**Lease system for electric-power-system protective device, installs electric-power-system protective device in power sales firm, which sells dump power to electric power company and rented by leasing company**

Patent Assignee: TOSHIBA ENG KK (TOSB )

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2003299249	A	20031017	JP 2002102577	A	20020404	200374 B

Priority Applications (No Type Date): JP 2002102577 A 20020404

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2003299249	A	9	H02J-003/00	

Abstract (Basic): JP 2003299249 A

NOVELTY - An electric power system protective device (12) is installed in the power **sales** firm (11), which is rented by the electric-power company and sells the dump power. Electric energy, given by the power **sales** firm to the power system line (10), is measured through the data acquisition device (14). The acquisition device has a LAN circuit (21) that transmits the data collected to the leasing company.

DETAILED DESCRIPTION - Data processor performs processing of the received electrical-energy data and calculates the electric-power **sales** charge and lease charge. The leasing company will **collect** the electric-**power sales** charge to the **consumers**. The lease charge will be deducted to the collection of money by the leasing company and will be paid to the power **sales** firm. An INDEPENDENT CLAIM is also included for an electric power system protective device lease method.

USE - For leasing electric power system protective device.

ADVANTAGE - Since the rental revenue is deducted from the collection of electric-power transmission charge, the electric-power **sales** firm can operate without so much financial burden.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of an electric-power-system protective device leasing system. (Drawing includes non-English language text)

Power system line (10)  
Power **sales** firm (11)  
Electric-power-system protective device (12)  
Data acquisition device (14)  
Leasing company (20)  
LAN circuit (21)  
pp; 9 DwgNo 1/4

Derwent Class: T01; U24; X12

International Patent Class (Main): H02J-003/00

International Patent Class (Additional): G06F-017/60; H02J-013/00

13/7/2 (Item 2 from file: 350)

DIALOG(R) File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

Search Report from Ginger R. DeMille

014613602     \*\*Image available\*\*

WPI Acc No: 2002-434306/200246

**Consultation for installation of non-traditional power generation system, involves computing and reporting availability and cost of power generation system which satisfies some or all of customer expected energy usage**

Patent Assignee: GLUCK D S (GLUC-I); KAMEN R (KAME-I)

Inventor: GLUCK D S; KAMEN R

Number of Countries: 096    Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020040356	A1	20020404	US 2000235492	A	20000926	200246    B
			US 2001965597	A	20010926	
WO 200227240	A2	20020404	WO 2001US30173	A	20010926	200246
AU 200196336	A	20020408	AU 200196336	A	20010926	200252

Priority Applications (No Type Date): US 2000235492 P 20000926; US 2001965597 A 20010926

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020040356	A1	14		G06F-017/00	Provisional application US 2000235492

WO 200227240    A2    E     F23J-000/00

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200196336    A     G06F-017/00    Based on patent WO 200227240

Abstract (Basic): US 20020040356 A1

NOVELTY - The **energy usage data** comprising geographic location, site resources and power generation preferences, are collected from the customer. The availability of the system which satisfies some or all of the energy usage expected by the customer and its cost, are calculated from the supply data provided by the suppliers and reported to the customer.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (a) Computer assisted system for energy **consulting** ;
- (b) Method for marketing energy related products or services;
- (c) Computer assisted system for marketing energy related products or services;
- (d) Method for creating markets for non-polluting energy generation technology;
- (e) Computer assisted system for creating markets for non-polluting energy generation technology;
- (f) Method for marketing, **consulting** on, analyzing and implementing distributed, non-polluting electric power generation system

USE - For providing consultation to customer for installing non-traditional power generation system such as photovoltaic, geothermal, biomass, windmill, passive solar, fuel cell, micro-hydro system, etc.

ADVANTAGE - Facilitates bulk purchasing of components and reduces the unit costs to the customer. Since the advanced technology results in increasing capabilities at decreased costs, the number of customers who can benefit from the system is increased.

DESCRIPTION OF DRAWING(S) - The figure shows a flowchart illustrating the consultation method.

Search Report from Ginger R. DeMille

pp; 14 DwgNo 1/1  
Derwent Class: T01; T05  
International Patent Class (Main): F23J-000/00; G06F-017/00

**13/7/3 (Item 3 from file: 350)**

DIALOG(R) File 350:Derwent WPIX  
(c) 2004 Thomson Derwent. All rts. reserv.

012512142 \*\*Image available\*\*

WPI Acc No: 1999-318248/199927

**Goods sales management system in petrol stands - has transmitter which transmits goods sales data to computer, received from each oil supply unit**

Patent Assignee: TATSUNO MECHATRONICS KK (TATS-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 11110653	A	19990423	JP 97290424	A	19971007	199927 B

Priority Applications (No Type Date): JP 97290424 A 19971007

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 11110653	A	4	G07G-001/12	

Abstract (Basic): JP 11110653 A

NOVELTY - An input-output unit (3) inputs goods **sales data** from each **oil supply unit** (4) and stores it in a register (36). Then a transmitter (6) transmits the good **sales data** to a computer.

USE - For petrol stands.

ADVANTAGE - **Installation** cost of goods **sales management system** is cheap as control of goods selling data of all goods sold by petrol stand is performed effectively. DESCRIPTION OF DRAWING(S) - The figure shows block diagram of selling management system for petrol stands. (3) Input-output unit; (4) Oil supply unit; (6) Transmitter; (36) Register.

Dwg.2/2

Derwent Class: Q39; T05; X25

International Patent Class (Main): G07G-001/12

International Patent Class (Additional): B67D-005/08; B67D-005/24

**13/7/4 (Item 4 from file: 350)**

DIALOG(R) File 350:Derwent WPIX  
(c) 2004 Thomson Derwent. All rts. reserv.

011528092

WPI Acc No: 1997-504573/199747

**Data network for power station and gas turbine operators - uses Internet personal computer mail box to exchange information between operators**

Patent Assignee: SPARFELD F (SPAR-I)

Inventor: SPARFELD F

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
DE 19614405	A1	19971016	DE 1014405	A	19960412	199747 B

Priority Applications (No Type Date): DE 1014405 A 19960412

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
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Search Report from Ginger R. DeMille

DE 19614405 A1 2 G06F-013/00

Abstract (Basic): DE 19614405 A

The network of gas turbine and power station operators allows exchange of information and data via a mail box provided. The following data may be exchanged on the network: weaknesses in **installation**, description and analysis of fault conditions, operating costs, component purchase and **sales**, operational **data**, such as pressures, temperatures, oscillations, **fuel consumption**, **power**, etc., spares stock levels, news about power technology, operator's meetings, service and spares histories, current problems, **installation** up-time.

USE/ADVANTAGE - Rapid exchange of information.

Dwg.0/0

Derwent Class: Q51; T01; X11

International Patent Class (Main): G06F-013/00

International Patent Class (Additional): F01K-013/00

13/7/5 (Item 1 from file: 347)

DIALOG(R)File 347:JAPIO

(c) 2004 JPO & JAPIO. All rts. reserv.

07254160 \*\*Image available\*\*

**POWER MEASURING DEVICE, POWER MEASURING METHOD USING THE SAME, AND INSTALLATION METHOD AND SALES METHOD FOR POWER SAVING DEVICE**

PUB. NO.: 2002-122619 [JP 2002122619 A]

PUBLISHED: April 26, 2002 (20020426)

INVENTOR(s): USUI FUKATAKE

WATABE SUSUMU

MATSUBARA KENJI

APPLICANT(s): TOKIKO TECHNO KK

APPL. NO.: 2000-316551 [JP 2000316551]

FILED: October 17, 2000 (20001017)

ABSTRACT

PROBLEM TO BE SOLVED: To provide a power **measuring** device and a **power measuring** method **using** the device capable of easily **measuring** the power-saved power of electrical equipment during user by measuring working power during power saving and working power during non-power-saving, and computing the power-saved power from the measured result, and provide an **installation** method and a **sales** method for a power saving device.

SOLUTION: This power measuring device has an input side connector detachable from an input side cable of a main breaker; an output side connector detachable from an output side cable of the main breaker; a power measuring part for detecting a voltage and a current between the input side connector and output side connector and **measuring power consumption** on the basis of the voltage and current; a voltage drop part changeable between a path for applying the voltage from the input side connector as it is to the output side connector and a path for applying the voltage from the input side connector to the output side connector after dropping the voltage; and a changeover switch that can make or cut off power from the input side connector to the output side connector.

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Search Report from Ginger R. DeMille

? t17/4/all

17/4/1 (Item 1 from file: 2)

FN- DIALOG(R)File 2:INSPEC|  
CZ- (c) 2004 Institution of Electrical Engineers. All rts. reserv.|  
AZ- 6411192|  
AZ- <INSPEC> B2000-01-8110B-005; C2000-01-7165-001|  
TI- Information centre and "cockpit" of a modern **electricity** **supply**  
company: the **data** warehouse|  
AU- Kubert, K.; Gimenez, O.|  
JN- Elektrizitaetswirtschaft|  
CP- Germany|  
VL- vol.98, no.13|  
PG- 68, 70-2|  
PY- 1999|  
CO- EKZWAZ|  
SN- 0013-5496|  
PU- VDEW  
DT- Journal Paper (JP)|  
LA- German|  
TC- Practical (P)|  
MI- E039-1999-020|  
RF- 2|  
AB- Electricity supply companies have a big advantage: they continuously  
measure consumer behaviour, thanks to network control systems,  
centralised multistations and remote meter reading. However, they do  
not combine this data on a consistent basis frequently enough to be  
able to draw valuable consequences for **sales** and marketing. One of  
the few exceptions is the Unterfrankische Uberlandzentrale, UUZ (Lower  
Franconian **Electricity** **Supply** Company). At UUZ, the meter **readings**  
from each individual load profile meter built into the plant of  
customers with special contracts, are fed together into a "cockpit".  
Assisted by a data-warehouse-solution from FrankenData GmbH, an  
ingenious information system that enables long-term trends and  
optimisation potential to be recognised immediately was implemented.  
The benefits for electricity suppliers are: a constant load factor and  
reduction of peaks, improved customer contact as well as more precise  
information at negotiations and therefore more advantageous contracts.  
Customers also benefit from the **new system** : they receive more  
economical tariffs and detailed reports about their consumer behaviour,  
which they can then optimise by taking appropriate measures.|  
DE- data warehouses; electricity supply industry|  
ID- electricity supply company; data warehouse; information centre;  
consumer behaviour measurement; network control systems; centralised  
multistations; remote meter reading; Unterfrankische Uberlandzentrale;  
Lower Franconian Electricity Supply Company; load profile meter;  
data-warehouse-solution; FrankenData; long-term trends; optimisation  
potential; constant load factor; peak reduction; economical tariffs;  
consumer behaviour|  
IC- 0013-5496(19990614)98:13L.68:ICTM;1-X|  
SF- B C|  
CC- B8110B (Power system management, operation and economics); C7165 (  
Public utility administration); C6160Z (Other DBMS)||  
CG- Copyright 1999, IEE|

17/4/2 (Item 2 from file: 2)

FN- DIALOG(R)File 2:INSPEC|  
CZ- (c) 2004 Institution of Electrical Engineers. All rts. reserv.|  
AZ- 4813574|  
TI- What are "killer apps" for client/server?|

Search Report from Ginger R. DeMille

JN- Client/Server Economics Letter|  
CP- USA|  
VL- vol.1, no.8|  
PG- 6-7|  
PY- 1994|  
SN- 1074-3138|  
DT- Journal Paper (JP)|  
LA- English|  
TC- Economic aspects (E); General, Review (G)|  
RF- 0|  
AB- Each new wave of information technology has had its widely touted "killer apps"; i.e., applications which were enabled by the **new technology** and, in turn, promoted it. The author suggests some applications for consideration as client/server killer apps. While these applications have existed on either mainframe, workstation, or PC platforms, they really fit the client/server model, take advantage of distributed databases and applications, and make good **use** of desktop **computing power**. The applications mentioned are: GEO based systems, **sales** force automation, workflow, and help desk automation.|  
DE- groupware; **sales** management; software packages|  
ID- client/server systems; killer apps; information technology; technology enabled applications; distributed databases; desktop computing power; GEO based systems; **sales** force automation; workflow; help desk automation; market growth|  
SF- D|  
CC- D2140 (Marketing, retailing and distribution); D5020 (Computer networks and intercomputer communications); D2010 (Business and professional)||

17/4/3 (Item 1 from file: 256)

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.  
(c)2004 Info.Sources Inc. All rts. reserv.

PRODUCT NAMES: Pilot Decision Support Suite (626155); Sybase System 11 (569241); DSS Agent (516945); Crystal Reports Professional (388327); Commander Decision (633771)

**TITLE: Making better business decisions**

Pilot Software's Pilot Decision Support Suite, Sybase's Sybase RDBMS, MicroStrategy's DSS Agent and Crystal Reports Pro, and Comshare's Commander Decision EIS are part of a discussion of several corporate users' use of advanced executive information system (EISs). Uno Restaurants' advanced system allows 25 regional **sales** managers to peruse the previous day's **sales** data and look at each store's revenues, **sales** according to category, and labor costs. The **new system** makes formerly scattered data available, data that was unreachable due to lack of available network bandwidth and a dearth of **computing power**. Victoria's Secret stores **use** Sybase, with links to a **data** warehouse, the DSS Agent online analytic processing (OLAP) tool, and Crystal Reports. RAP Collins migrated from Commander Decision EIS tools to the Essbase analytic server, and Rocco Enterprises uses Essbase to provide access to financial data from an Oracle RDBMS.

17/4/4 (Item 1 from file: 583)

DIALOG(R) File 583:Gale Group Globalbase(TM)  
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Search Report from Ginger R. DeMille

06619167

Getting extra summer megawatts.

US: **NEW COOLING SYSTEM** FOR TURBINES

Mechanical Engineering-CIME (XXX) Apr 1998 p.14

Language: ENGLISH

Kohlenberger.KACE Energy Corp. of Fullerton, CA, has developed a gas-turbine inlet-air cooling (GTIAC) system that could add the generating power of 2,000 to 3,000 new turbines if the system was retrofitted on the 12,000 gas turbines that are presently being operated across the globe. Fixed to the inlet-air manifold, the GTIAC system of Kohlenberger.KACE consists of three levels through which inlet air is succeedingly cooled to 71 degrees Fahrenheit, 45 degrees Fahrenheit and 40 degrees Fahrenheit through refrigerant run through coils in every level.  
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Search Report from Ginger R. DeMille

? t19/4/all

19/4/1 (Item 1 from file: 2)

FN- DIALOG(R)File 2:INSPEC|  
CZ- (c) 2004 Institution of Electrical Engineers. All rts. reserv.|  
AZ- 4813574|  
TI- What are "killer apps" for client/server?|  
JN- Client/Server Economics Letter|  
CP- USA|  
VL- vol.1, no.8|  
PG- 6-7|  
PY- 1994|  
SN- 1074-3138|  
DT- Journal Paper (JP)|  
LA- English|  
TC- Economic aspects (E); General, Review (G)|  
RF- 0|  
AB- Each new wave of information technology has had its widely touted "killer apps"; i.e., applications which were enabled by the **new technology** and, in turn, promoted it. The author **suggests** some applications for consideration as **client /server** killer apps. While these applications have existed on either mainframe, workstation, or PC platforms, they really fit the client/server model, take advantage of distributed databases and applications, and make good **use** of desktop **computing power** . The applications mentioned are: GEO based systems, sales force automation, workflow, and help desk automation.|  
DE- groupware; sales management; software packages|  
ID- client/server systems; killer apps; information technology; technology enabled applications; distributed databases; desktop computing power; GEO based systems; sales force automation; workflow; help desk automation; market growth|  
SF- D|  
CC- D2140 (Marketing, retailing and distribution); D5020 (Computer networks and intercomputer communications); D2010 (Business and professional)||

19/4/2 (Item 2 from file: 2)

FN- DIALOG(R)File 2:INSPEC|  
CZ- (c) 2004 Institution of Electrical Engineers. All rts. reserv.|  
AZ- 4735171|  
AZ- <INSPEC> A9418-8640F-002; B9409-8110B-109; C9409-7410B-145|  
TI- Modeling the technical and economic potential of thermal **energy** storage systems **using** pseudo- **data** analysis|  
AU- Wood, L.L.; Miedema, A.K.; Cates, S.C.|  
CS- Res. Triangle Inst., Research Triangle Park, NC, USA|  
JN- Resource and Energy Economics|  
CP- Netherlands|  
VL- vol.16, no.2|  
PG- 123-45|  
PY- 1994|  
CO- REEEEF|  
SN- 0928-7655|  
CD- <US COPYRIGHT CLEARANCE CENTER CODE> 0928-7655/94/\$07.00|  
DT- Journal Paper (JP)|  
LA- English|  
TC- Economic aspects (E); Theoretical (T)|  
RF- 10|  
AB- At the request of public service commissions US electric utilities are implementing demand-side management (DSM) programs to increase their

Search Report from Ginger R. DeMille

customers' efficiency of electricity use. Many of those programs are designed to encourage customer investments in innovative technologies whose use achieves such efficiency without significantly altering the quality of energy services. DSM program feasibility can be defined in terms of both engineering criteria (technical feasibility) and economic criteria (economic feasibility). The authors extends a technique, known as pseudo-data analysis, proposed by Griffin (1977), to approximate technical and economic potential (i.e., **market** potential)-the number of utility **customers** who will find a **new technology** technically feasible and within the range of their typical criteria for investment projects. Their application determines the potential of a relatively **new technology**, thermal energy storage (TES) systems, among Florida Power and Light Company's (FPL's) commercial customers under a wide variety of electricity rate and incentive scenarios investment choices for new technologies and, consequently, the cost-effectiveness of the DSM program.

- DE- digital simulation; economics; electricity supply industry; energy conservation; investment; load management; power consumption; power engineering computing; tariffs; thermal energy storage|
- ID- technical potential; economic potential; thermal energy storage; pseudo-data analysis; electric utilities; demand side management; DSM; USA; technical feasibility; economic feasibility; investment projects; electricity rate; incentive scenarios; cost-effective; computer simulation|
- SF- A B C|
- CC- A8640F (Storage in thermal energy); B8110B (Power system management, operation and economics); B8500 (Power utilisation); B8470 (Other energy storage); C7410B (Power engineering)||

19/4/3 (Item 1 from file: 583)

DIALOG(R) File 583:Gale Group Globalbase(TM)  
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06265303

BRUKSKRAFT ROR OM PA ELMARKNADEN

SWEDEN: A REVIEW OF THE BRUKSKRAFT COMPANY

Dagens Nyheter (XSU) 07 Feb 1996 s. C1

Language: SWEDEN

Brukskraft from Wermland province is a regional power distributor, owned by three smaller Local Governments <Kristinehamn, Filipstad and Degerfors> and the Scana Björneborg iron company. Among its customers are nation-wide corporations like KF (Kooperativa F6rbundet), Samhall and Pharmacia - Upjohn. The company MD Bengt Hüllgren says to the paper that his company haven't done any marketing ventures as such, and it was relatively easy to secure a contract with the large customers mentioned above. Brukskraft earlier bought all its power from GullspVng, but since the beginning of this year, the company has bought power at the new Nordic joint power **market**, chiefly from Norwegian producers. **New technology** and new **customers** have resulted in a general expansion for Brukskraft, and many new employees, but Mr. Hüllgren does not wish to state any numerical **data** on this development. Many other regional **power** companies, like Fyrstads Kraft, now **supply** to customers with a nation-wide business. Uppsala Energi, which supplies energy to all Swedish universities as well as the Spendrups brewing company, is another example.

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Search Report from Ginger R. DeMille

? show files;ds

File 15:ABI/Inform(R) 1971-2004/Apr 15  
 (c) 2004 ProQuest Info&Learning  
 File 16:Gale Group PROMT(R) 1990-2004/Apr 15  
 (c) 2004 The Gale Group  
 File 148:Gale Group Trade & Industry DB 1976-2004/Apr 15  
 (c)2004 The Gale Group  
 File 160:Gale Group PROMT(R) 1972-1989  
 (c) 1999 The Gale Group  
 File 275:Gale Group Computer DB(TM) 1983-2004/Apr 15  
 (c) 2004 The Gale Group  
 File 621:Gale Group New Prod.Annou.(R) 1985-2004/Apr 15  
 (c) 2004 The Gale Group  
 File 9:Business & Industry(R) Jul/1994-2004/Apr 14  
 (c) 2004 The Gale Group  
 File 20:Dialog Global Reporter 1997-2004/Apr 15  
 (c) 2004 The Dialog Corp.  
 File 476:Financial Times Fulltext 1982-2004/Apr 15  
 (c) 2004 Financial Times Ltd  
 File 610:Business Wire 1999-2004/Apr 15  
 (c) 2004 Business Wire.  
 File 613:PR Newswire 1999-2004/Apr 15  
 (c) 2004 PR Newswire Association Inc  
 File 634:San Jose Mercury Jun 1985-2004/Apr 14  
 (c) 2004 San Jose Mercury News  
 File 636:Gale Group Newsletter DB(TM) 1987-2004/Apr 15  
 (c) 2004 The Gale Group  
 File 810:Business Wire 1986-1999/Feb 28  
 (c) 1999 Business Wire  
 File 813:PR Newswire 1987-1999/Apr 30  
 (c) 1999 PR Newswire Association Inc

Set	Items	Description
S1	11945743	ENERGY OR GAS OR ELECTRICITY OR FUEL OR PETROL OR PETROLEUM OR OIL OR POWER
S2	1797739	S1(6N)(USE OR USAGE OR CONSUMPTION OR CONSUME? OR CONSUMMI-NG OR SUPPLY OR USES OR USING OR EXPEND? OR DEMAND)
S3	91244	S2(6N)(MONITOR? OR COLLECT? OR MEASUR? OR METRIC? OR READ? OR DATA OR COMPUTE OR COMPUTE OR COMPUTES OR COMPUTING)
S4	2039972	S1(6N)(SUPPLIER? OR DISTRIBUT?R? OR VENDOR? OR MERCHANT? OR COMPANY OR SUPPLIES OR PRODUCER? OR MANUFACTURER?)
S5	16433710	CONSUMER? OR CUSTOMER? OR HOMEOWNER? OR HOME()OWNER? OR RE-NTER? OR USER OR CLIENT OR ACCOUNTHOLDER? OR ACCOUNT()HOLDER?
S6	4066748	S5(8N)(SELL OR SELLING OR SELLS OR MARKET OR MARKETS OR OF-FER? OR ADVERTIS? OR TELEMARKE? OR RECOMMEND? OR SUGGEST?)
S7	173494	S6(8N)(PURCHASE OR PURCHASES OR PURCHASING OR BUY OR BUYS -OR BUYING)
S8	1741847	INSTALL OR INSTALLS OR INSTALLATION
S9	14614201	CONSULTANT OR CONSULTANTS OR CONSULTING OR SALES
S10	251	S3 AND S4 AND S7 AND (S8 OR S9)
S11	27377	S3 AND S9
S12	4700	S8 AND S11
S13	4700	S12 NOT S13
S14	795	S2(3S)S4(3S)S7(3S)(S8 OR S9)
S15	4021	S3(S)S9
S16	1146587	(UPGRADE? OR UPGRADING OR NEW OR REPLACE? OR REPLACING)(1W- ) (SYSTEM OR TECHNOLOGY)
S17	32	S14(3S)S16
S18	20	RD (unique items)
S19	0	S3(S)S9(6N)(RECOMMEND? OR SUGGEST? OR ADVICE? OR ADVISING? OR ADVISE?)(6N)(S8 OR PURCHASE? OR BUY OR BUYS OR BUYING)(6N)-

Search Report from Ginger R. DeMille

S16  
S20 2 S3(2S)S9(6N)(RECOMMEND? OR SUGGEST? OR ADVICE? OR ADVISING?  
OR ADVISE?)(6N)(S8 OR PURCHASE? OR BUY OR BUYS OR BUYING OR -  
S16)  
S21 29 S3 AND S9(8N)(RECOMMEND? OR SUGGEST? OR ADVICE? OR ADVISIN-  
G? OR ADVISE?)(8N)(S8 OR PURCHASE? OR BUY OR BUYS OR BUYING OR  
S16)  
S22 25 RD (unique items)  
S23 177 S10 NOT PY>2000  
S24 125 RD (unique items)  
S25 123 S24 NOT (S18 OR S22)  
?

# Search Report from Ginger R. DeMille

? show files;ds

File 15:ABI/Inform(R) 1971-2004/Apr 15  
 (c) 2004 ProQuest Info&Learning  
 File 16:Gale Group PROMT(R) 1990-2004/Apr 15  
 (c) 2004 The Gale Group  
 File 148:Gale Group Trade & Industry DB 1976-2004/Apr 15  
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 File 160:Gale Group PROMT(R) 1972-1989  
 (c) 1999 The Gale Group  
 File 275:Gale Group Computer DB(TM) 1983-2004/Apr 15  
 (c) 2004 The Gale Group  
 File 621:Gale Group New Prod.Annou.(R) 1985-2004/Apr 15  
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 File 9:Business & Industry(R) Jul/1994-2004/Apr 14  
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 File 20:Dialog Global Reporter 1997-2004/Apr 15  
 (c) 2004 The Dialog Corp.  
 File 476:Financial Times Fulltext 1982-2004/Apr 15  
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 File 610:Business Wire 1999-2004/Apr 15  
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 File 613:PR Newswire 1999-2004/Apr 15  
 (c) 2004 PR Newswire Association Inc  
 File 634:San Jose Mercury Jun 1985-2004/Apr 14  
 (c) 2004 San Jose Mercury News  
 File 636:Gale Group Newsletter DB(TM) 1987-2004/Apr 15  
 (c) 2004 The Gale Group  
 File 810:Business Wire 1986-1999/Feb 28  
 (c) 1999 Business Wire  
 File 813:PR Newswire 1987-1999/Apr 30  
 (c) 1999 PR Newswire Association Inc

Set	Items	Description
S1	11945743	ENERGY OR GAS OR ELECTRICITY OR FUEL OR PETROL OR PETROLEUM OR OIL OR POWER
S2	1797739	S1(6N) (USE OR USAGE OR CONSUMPTION OR CONSUME? OR CONSUMMING OR SUPPLY OR USES OR USING OR EXPEND? OR DEMAND)
S3	91244	S2(6N) (MONITOR? OR COLLECT? OR MEASUR? OR METRIC? OR READ? OR DATA OR COMPUTE OR COMPUTE OR COMPUTES OR COMPUTING)
S4	2039972	S1(6N) (SUPPLIER? OR DISTRIBUTOR? OR VENDOR? OR MERCHANT? OR COMPANY OR SUPPLIES OR PRODUCER? OR MANUFACTURER?)
S5	16433710	CONSUMER? OR CUSTOMER? OR HOMEOWNER? OR HOME()OWNER? OR RENTER? OR USER OR CLIENT OR ACCOUNTHOLDER? OR ACCOUNT()HOLDER?
S6	4066748	S5(8N) (SELL OR SELLING OR SELLS OR MARKET OR MARKETS OR OFFER? OR ADVERTIS? OR TELEMART? OR RECOMMEND? OR SUGGEST?)
S7	173494	S6(8N) (PURCHASE OR PURCHASES OR PURCHASING OR BUY OR BUYS - OR BUYING)
S8	1741847	INSTALL OR INSTALLS OR INSTALLATION
S9	14614201	CONSULTANT OR CONSULTANTS OR CONSULTING OR SALES
S10	251	S3 AND S4 AND S7 AND (S8 OR S9)
S11	27377	S3 AND S9
S12	4700	S8 AND S11
S13	4700	S12 NOT S13
S14	795	S2(3S)S4(3S)S7(3S) (S8 OR S9)
S15	4021	S3(S)S9
S16	1146587	(UPGRADE? OR UPGRADING OR NEW OR REPLACE? OR REPLACING) (1W- ) (SYSTEM OR TECHNOLOGY)
S17	32	S14(3S)S16
S18	20	RD (unique items)
S19	0	S3(S)S9(6N) (RECOMMEND? OR SUGGEST? OR ADVICE? OR ADVISING? OR ADVISE?) (6N) (S8 OR PURCHASE? OR BUY OR BUYS OR BUYING) (6N)-

Search Report from Ginger R. DeMille

S16  
S20 2 S3(2S)S9(6N) (RECOMMEND? OR SUGGEST? OR ADVICE? OR ADVISING?  
OR ADVISE?) (6N) (S8 OR PURCHASE? OR BUY OR BUYS OR BUYING OR -  
S16)  
S21 29 S3 AND S9(8N) (RECOMMEND? OR SUGGEST? OR ADVICE? OR ADVISIN-  
G? OR ADVISE?) (8N) (S8 OR PURCHASE? OR BUY OR BUYS OR BUYING OR  
S16)  
S22 25 RD (unique items)  
S23 177 S10 NOT PY>2000  
S24 125 RD (unique items)  
S25 123 S24 NOT (S18 OR S22)  
?

25/3,K/61 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

11893472 SUPPLIER NUMBER: 59984611 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Energy Connections. (Statistical Data Included)**

Tagliaferre, Lewis  
Buildings, 94, 2, 61  
Feb, 2000

DOCUMENT TYPE: Statistical Data Included ISSN: 0007-3725  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 4207 LINE COUNT: 00360

... every marketing communications means possible.

Energy consumers need to become smart shoppers. Choosing the best **supplier** for **energy** services will be risky and complex because there possibly could be a wide variety of...

...Washington and Baltimore areas, to provide a comprehensive integrated energy management system. This system will **monitor** the **usage** of **electricity**, natural **gas**, and water and the efficiency of the heating and air-conditioning equipment, as well as...

...solution that delivered the most significant savings. Rather than deal with perhaps dozens of different **vendors** and **suppliers**, Pepco **Energy** Services has become our one-source energy management solution. We look forward to working with them to cut our costs and shop for lower-cost **electricity** **supplies** when that market opens up for competition in Maryland next summer."

Southern Management is one...

...you can trust to give you unbiased advice. This could be a power marketer, independent **consultant**, a non-traditional electrical contractor, or independent ESCO.

Prepare Your Company for Deregulation. Now.

While...so that its progress can be measured and reported regularly.

\* Secure a trusted advisor or **consultant**, one who understands the deregulated utility industry and has a working knowledge and track record ...an appropriate industry association.

Lewis Tagliaferre is proprietor of C-E-C Group, Springfield VA, **consulting** on the opportunities in utility deregulation. Portions of this material were compiled through a grant...

...This is opposed to marketer, which will be defined as an entity that represents different **suppliers**.

\* Bulk **Power** Supply -- Term often used interchangeably with wholesale power supply. It refers to the aggregate of...  
...within a group of utilities, in which the transmission lines are interconnected.

\* Default Provider -- The **company** designated by state law to provide **power** to those customers that do not select a provider under competitive rules of deregulation, usually the incumbent distribution company.

\* Direct Access -- The ability of a retail **customer** to **purchase** commodity electricity directly from the wholesale **market** rather than through a local distribution utility.

\* Distributed Generation -- A distributed generation system involves small...

...to the final customer. The Disco can also perform other services such as

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aggregating customers, **purchasing** power supply and transmission services for **customers**, billing **customers** and reimbursing suppliers, and **offering** other regulated or non-regulated energy services to retail customers. The "wires" and "customer service..."

...financial risk mitigation, alternative pricing, aggregation, energy-efficient design, energy use modeling, equipment acquisition and **installation**, performance contracting, energy monitoring, enhanced billing, cable TV, Internet access, green or renewable energy, detailed purchase additional **power** from another **supplier**?

\* Does it include any supplier penalty for failure to meet contract terms or ensure reliability...

...include unbiased arbitration for the settlement of any disputes?

\* What recourse is there if the **supplier** defaults?

GLOSSARY

\* **Energy** Efficiency -- Using less **energy** /electricity to perform the same function. Programs designed to use electricity more efficiently; doing the...

...federal agencies to negotiate region-wide performance contracts for energy-efficient retrofits funded from shared **energy** savings.

\* ESCO -- **Energy** Service **Company**. A **company** that offers to reduce a client's electricity consumption with the cost savings being split ...

...generators are exempt from certain financial and legal restrictions stipulated in the Public Utilities Holding **Company** Act of 1935.

\* Federal **Energy** Regulatory Commission (FERC) -- The Federal Energy Regulatory Commission regulates the price, terms, and conditions of...  
...benefit of shareholders from municipally owned and operated utilities and rural electric cooperatives.

\* IPP -- Independent **Power** **Producer**. A private entity that operates a generation facility and sells power to electric utilities for...

...further provide customers who choose to self-generate a reasonably priced back-up supply of **electricity**.

\* PUHCA -- The Public Utility Holding **Company** Act of 1935. This act prohibits acquisition of any wholesale or retail electric business through ...

...wheeling is used to indicate bulk transactions in the wholesale market, whereas retail wheeling allows **power** **producers** direct access to retail customers.

\* Wholesale Transmission Services -- The transmission of electric energy sold, or to be sold, at wholesale in interstate commerce (from EPAct).

\* Wires Charge -- Charges levied on **power** **suppliers** or their customers for the use of the transmission or distribution wires.

25/3,K/62 (Item 6 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

10423268 SUPPLIER NUMBER: 21061103 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Vertical market relations in the UK grocery trade: analysis and government policy.

Howe, W. Stewart

215-Apr-0404:10 PM



International Journal of Retail & Distribution Management, v26, n6-7,  
p212(13)  
June-July, 1998  
ISSN: 0959-0552      LANGUAGE: English      RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 9600      LINE COUNT: 00794

ABSTRACT: UK grocery and food retailers have achieved more **power** over **manufacturers** with regard to product marketing, distribution channel and trade negotiations. Before the 1970s, manufacturers have...  
... this relationship has changed is the way in which the major fast moving consumer goods **manufacturers** now devote considerable managerial **energy** and financial resources to winning the battle not only for the "mindspace" of consumers but...

...p.3).

This section of the paper now considers the issue of the balance of **power** between **manufacturers** and retailers in the UK grocery trade, and this is followed by a consideration of...

...in the UK of own-label products, retailer product development, and vertical integration relationships between **manufacturers** and retailers.

The balance of **power**

Historically in the UK, as the National Board for Prices and Incomes pointed out in its 1971 report on food distribution, the balance of market **power** had lain with **manufacturers** (National Board for Prices and Incomes, 1971, Ch. 2). Production economies of scale in food...

...market concentration in manufacture than in distribution. Along with high fixed manufacturing costs went large **advertising** expenditures designed to persuade food **consumers** to **buy** particular brands; and the phenomena of high fixed overhead production costs, widespread advertising and horizontal...

...building controls and food rationing, amalgamations began to take place in the 1960s among food **distributors**. Their market **power** vis-a-vis **manufacturers** or processors thereby increased significantly, and in terms of intertype competition among retailers, the growing **power** of the large-scale **distributors** was further assisted in a range of markets by the early 1960s by their freedom...

...manufacturers found that their largest 20 customers accounted for 30-65 per cent of total **sales** (Howe, 1973b, p. 82).

Alarmist headlines appeared in the business press on this issue as...

...their top ten retail customers amounted to 6.6 per cent of these manufacturers' total **sales**, and that the value of these special terms for their top ten retail customers was...study.

This quantitative evidence is also supported by more institutional and qualitative analysis of the **power** relationship between **manufacturers** and retailers at this time and as it has developed. Davies et al. provided evidence...

...is, cut) consumer prices (Davies et al., 1985). Furthermore, in addition to the implications for **manufacturer**-retailer **power** relationships of growing disparities in size and market concentration between manufacturers and retailers, and the...

...established in a number of product areas. These factors have all further increased the market **power** of retailers over their **suppliers** (Dawson and Shaw, 1990).

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Retailer private labels and product development  
Private-label or own-brand...

...and sold only through one particular store chain. The proportion of a store's total **sales** turnover accounted for by own-label **sales** may range from 100 per cent in the unique case of Marks & Spencer's St...

...pricing flexibility, their greater incidence may now be largely attributed to the increased vertical market **power** of retailers vis-a-vis **manufacturers** that has built up since the general ending of rpm. In particular, the adoption of...

...retailer market concentration, and, at the individual retail organisation level, retailer brand share of total **sales** and return on investment.

UK retailers' attachment to private labels has been one focus for... innovation is not only an indication of the growing influence of distributors relative to their **suppliers** but it also increases the **power** of the former in this relationship. Greater retailer participation in such activities increases their knowledge...

...upon suppliers in general in this respect, lowers "switching" costs in retailers moving from one **supplier** to another, increases retailer bargaining **power** over **manufacturers** through a greater knowledge and understanding of suppliers' costs, and generally allows retailers to appropriate...

...context that one outside observer summarised the general relationship between large food retailers and produce **suppliers** as "The **power** brokers in the modern food economy are the distributors. It isn't a market economy..."

...sophistication of its retailing management may also be seen in Tesco's approach to obtaining **supplies** for its **petrol** retailing. When it began selling petrol in the 1970s, Tesco subcontracted the supplying of petrol...

...their (i.e. the suppliers') forecourt prices. However, in order to enjoy greater security of **petrol supplies**, and to increase its profitability in this field, Tesco considered much fuller vertical integration in... situation of the retailer as a major influence on consumer merchandise choice and possessing significant **power** over **manufacturer suppliers**. The particular causes of this in the UK have been the greater consumer knowledge on...

...as measured both by market share statistics and by the proportion of particular manufacturer's **sales** for which individual retailers are responsible.

In attempting to conceptualise the retailer-supplier relationship one ...

...Wilkinson (1996), in examining this area, drew upon a wider range of disciplines in conceptualising **manufacturer** -retailer **power** relations, leading them to examine issues of dynamics, perception, ideology and legitimacy, and to distinguish...

...and contradictory scene. Their conclusion was that in general there was perhaps a "balance" of **power** between the largest retailers and **manufacturers**, where strong **manufacturer** brand loyalty offsets retailer buying **power**; but that outwith the very largest **manufacturers**, retailer **power** is undoubtedly strong and growing. As one of the senior retailer

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... The AMD-based WinBook XL K6 233, which finishes fourth, deserves a special nod from **consumers** for giving Intel new competition in the notebook **market** .

This Month's Best **Buys**

POWER NOTEBOOKS

1. MICRON TRANSPORT XKE 266

PRO: Superb multimedia features, fastest tested

CON: Costly...

...that snaps onto the bottom of the notebook.

To its credit, Compaq is the only **vendor** on this month's **power** chart to offer a three-year parts and labor warranty.

4. SONY VAIO PCG-719C...nothing to scoff at, and if you need more juice on your travels, you can **install** a second power pack.

Unfortunately, however, thin and light can also mean fragile. To reduce...

...flexibility. You can use the floppy and CD-ROM drives at the same time or **install** two batteries at once when you have to pull an all-nighter.

Enjoy extracurricular activities...

25/3,K/64 (Item 8 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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09878160 SUPPLIER NUMBER: 20004685 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Unicom Energy Services Announces New Energy Management System Allowing Multi-Site Customers to Track Electricity Usage via the Internet**

PR Newswire, p1112CGW048

Nov 12, 1997

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 583 LINE COUNT: 00053

... and Unicom's expertise in the energy industry will allow both companies to capture additional **sales** beyond traditional boundaries."

"This system is a huge enabler of information," Downey said. "It allows customers with multi-site facilities and centralized energy decision-making organizations to **monitor** its total **energy usage** in real time. Unicom **Energy Services** will be able to analyze the data and make **recommendations** that will increase **customers** ' energy efficiency and significantly impact their energy- **buying** strategies."

"As the energy industry enters deregulation, this alliance between information technology and energy analysis...

...of energy management, moving Unicom closer to its goal of becoming a major multi-product **energy services company** ," Downey said. He added, "We'll be working with our customers to supply their energy...

25/3,K/65 (Item 9 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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09785383 SUPPLIER NUMBER: 19759913 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**The marketing of power. (energy companies)**

Heath, Rebecca Piirto

American Demographics, v19, n9, p59(5)

Sep, 1997

ISSN: 0163-4089 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

Search Report from Ginger R. DeMille

WORD COUNT: 3661      LINE COUNT: 00292

...ABSTRACT: marketing operations known as Energy Service Organizations which will be exempt from regulation. Branded energy **sales** will be introduced with the majority of the market made up of the commercial/industrial...

What will happen when consumers, businesses, and industries get to choose their **power suppliers** ? The only point of consensus is that the next five years will mark a period...

...industry.

"When competition really hits, it's going to be a battle for branded energy **sales** right out of the starting blocks," McGrath says. While the residential market will likely produce more press, the commercial/industrial market accounts for more than two-thirds of all energy **sales** . "Something like 10 percent of the customers are two-thirds of the **sales** ," says McGrath. "They are going to be the first targets."

When electric utilities are forced...

...winners will be the biggest power consumers--national companies like McDonald's and Wal-Mart. **Power suppliers** already have multiperson teams whose sole function is to keep big accounts happy. Now they...

...changing the traditional definition of the utility business, causing companies to rethink what they really **sell** . " **Consumers** don't purchase **electricity** ; they **purchase** the services the **company** can provide," says McGrath. Companies will try to position themselves as one-stop shopping for

...build brand-name recognition on a national basis," says spokesman Steve Brash. The Tucson Electric **Power Company** is the naming sponsor of a new stadium for Diamond backs and White Sox spring...

...Cleveland, Ohio.

Cleveland has one of the only competitive metropolitan markets. A quirk in early **installation** allowed duplicate wiring so households can choose between two power providers. Even with this experience...

...switch and the lights don't go on," says John Siegman, vice president of product **sales** and development for Claritas, the telecommunications and utilities group of San Diego. Now they're...the household power market, and you find that few customers are presently committed to their **suppliers** . **Power** companies tend to have higher degrees of customer satisfaction than do cable companies, according to...

...top-ten socioeconomic clusters defined by Claritas's MicroVision segmentation system less likely to switch **power suppliers** . The groups most put off by deeper discounts include the highest-income Upper Crust, Lap...

...how they perceive the company help form commitments.

Consumers vary widely in their commitment to **power suppliers** . Market Facts has found that the most coveted consumers are also the ones most vulnerable...majority of residential and even small-business power consumers appear to be uncommitted to their **power suppliers** , despite years of paying bills. The most coveted consumers still remain to be wooed and...

...a commitment to community service that goes beyond public relations. This can help humanize a **power company** --the quintessential monopoly--in many **consumers** ' minds.

25/3,K/71 (Item 15 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

08880912 SUPPLIER NUMBER: 18549298

**Ecology giving new spin to washer technology. (high-efficiency clothes washers)**

HFN The Weekly Newspaper for the Home Furnishing Network, v70, n32, p75(2)  
August 5, 1996

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 936 LINE COUNT: 00078

...ABSTRACT: save them money. Groups like the Consortium for Energy Efficiency work with utilities to educate **consumers** and even **offer** rebates for **purchase** of efficient models. The horizontal-axis washer saves water, energy, and detergent while causing less...

... present.

Now there's a growing realization that high-efficiency clothes washers come with powerful **sales** inducements. Budget-conscious consumers might not heed a dealer touting future money savings, but could respond to a **sales** pitch for cleaner clothes, less fabric wear and greater drying.

Major-appliance manufacturers have said...

...the horizontal-axis washer, widely preferred in Europe but shunned in the United States. American **manufacturers** exhaled in unison when DOE's **energy** -efficiency standards did not make a virtual requirement of H-axis in 1994. Some took...

...into is pay me now or pay me later," said Steve Piro, vice president of **sales** at Asko. "The message is getting out to consumers and our business is growing significantly...

...design, but tells utilities which manufacturers and models satisfy a set of criteria and informs **manufacturers** which **power** companies offer support programs.

CEE said several utilities covering most of Washington and Oregon, much...

...three at \$200. Rebates good though Dec. 31 were determined by CEE's mathematical formula **measuring energy use**, water **consumption** and remaining moisture after the spin cycle.

Many consumers buying these models also were eligible...

25/3,K/72 (Item 16 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

08540034 SUPPLIER NUMBER: 18110891 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**The total cost and measured performance of utility-sponsored energy efficiency programs.**

Eto, Joseph; Vine, Edward; Shown, Leslie; Sonnenblick, Richard; Payne, Chris

Energy Journal, v17, n1, p31(21)

Jan, 1996

ISSN: 0195-6574 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 6680 LINE COUNT: 00592

... be either positive or negative).(1)

Ad: The total installed cost (if any) of the **energy - using** device or **measure** that would have been installed in the absence of the

... pay to start up the alternative-fuels car market. Henderson noted several experts have found **consumers** are not **ready** for alternative **fuel** -powered vehicles because they are too expensive and not fast enough. "What we don't...

...hurt the gasoline market.

"This is a direct challenge to the tradition of who the **fuel suppliers** will be," King said.

Henderson said WSPA has economists and alternative fuel-powered car experts...

...to non-utilities.

Henderson said the rate increase is anti-competitive, noting that a local **company** that **installs** natural **gas** refueling stations will be confronted with competition from the natural gas utilities.

Henderson also contends...

...who buy electric and natural gas cars. "Subsidies will allow them to bring things to **market** that otherwise **consumers** (the public) wouldn't **buy**," he said.

Under the plan, Edison would give rebates of up to \$1,500 to...

...come down after four to six years because of increased efficiency of delivering gas and **electricity**.

Martha Alcott, spokeswoman for the California **Manufacturers** Association, said her group opposes the proposed rate increases because energy costs in California are already 50 percent above the national average. Many **energy** -intensive **manufacturers** have left the state to escape these high costs, she said.

But Alcott said the...

25/3,K/78 (Item 22 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

07495004 SUPPLIER NUMBER: 15678353 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Accurate BTU determination crucial for SoCalGas metering. (British thermal unit; Southern California Gas Co.) (Energy Measurement) (Cover Story)**

Watts, Jim

Pipeline & Gas Journal, v221, n7, p30(2)

July, 1994

DOCUMENT TYPE: Cover Story ISSN: 0032-0188

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 1210 LINE COUNT: 00096

ABSTRACT: Southern California Gas Co. (SoCalGas) measures the energy content of natural **gas** it receives from **suppliers** and transmits to its customers **using** advanced DynaPak 2010 on-line **gas** samplers and computer-operated **data collection** systems. The highly sophisticated samplers, which are provided by YZ Industries Inc., enable SoCalGas to...

All gas purchased and sold by SoCalGas is done on an **energy** basis. Crucial to the **company** 's measurement activities is determining the **energy** content of **gas** acquired from various pipelines and **producers** , and the **energy** content of the **gas** sold to millions of **customers** .

"When you **buy** and **sell** more than 900 Bcf a year, even a small percentage error in determining the BTU...

...a single day can mean a lot of money," said John R. Lansing, a process **consultant** in operations staff of SoCalGas's Energy Delivery Staff. "It is

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in the best interest of the **gas company** and the best interest of our customers to obtain the most accurate **energy** measurement we can."

**Supply** sources include offshore **gas** fields, onshore production and several pipeline **suppliers**, all with a varying degree of BTU content. The energy content of natural gas generally...

...across SoCalGas' vast service territory is a complex task that relies on recent advances in **gas** sampling technology and the dedication of **company** employees.

The **gas company** uses sophisticated DynaPak 2010 on-line **gas** samplers from YZ Industries, Snyder, Texas, that acquire small natural gas samples on a regular...

...energy content of the pipeline system that feeds the distribution network. At least one sampler **installation** is located in every district to determine average BTU for billing.

Samplers are installed at...

...transfer points wherever natural gas enters the SoCalGas system. Samplers are also located at the **company**'s **gas** storage fields, where the **energy** content of the gas is measured on injection and withdrawal. At many locations the samplers...

...more than 1,000 other non-core installations, generally large industrial and commercial customers, is **collected** daily with the **use** of automatic meter **reading**. The **gas energy** content from samplers is **measured** and then applied weekly at these locations. All other customers, residential, industrial and commercial, have...

...pressure, and injects it into a 2,250-cc cylinder that is part of the **installation**. Pipeline pressures range from a low of 20 psig on distribution systems to more than...

...pipeline samplers, the DynaPak uses microprocessor-based technology to provide reliable performance in a compact **installation**.

The DynaPak 2010 uses a DP-2000 pump designed for natural gas sampling. The pump...weighted sampling by accepting an output from flow computers.

To be competitive in today's **energy** environment, **gas company** must continue to implement more cost-effective equipment. SoCalGas' **installation** of more than 200 electronically controlled samplers is an example of modern technology being used...

25/3,K/26 (Item 26 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00900381 95-49773

**VAR support**

Haber, Lynn

Computer Reseller News n583 PP: 108 Jun 20, 1994

ISSN: 0893-8377 JRNL CODE: CRN

WORD COUNT: 771

...ABSTRACT: the launching of the power consumption-conscious PC at the White House, almost all leading **vendors** offer **Energy** Star-compliant products, with several differentiating their products by going beyond the Environmental Protection Agency...

...TEXT: about energy savings. "For these companies, the Energy Star issue usually comes up in a **sales** proposal, which specifies the energy-saving feature as a desirable or, in some cases, a...

...distinguish between green and "nongreen" PCs.

"We'll use the Energy Star feature as a **selling** tool and leave it up to the **customer** to make their **purchase** decision based on their product needs," he said. Compar resells Energy Star-compliant desktop PCs from Zenith **Data** Systems.

Since the launching of the **power consumption** -conscious PC at the White House about one year ago, almost all leading **vendors** offer **Energy** Star-compliant products, with several differentiating their products by going beyond the Environmental Protection Agency...

25/3,K/27 (Item 27 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00778191 94-27583

**Forum**

Fancher, Ronald L; Green, Richard; Jennings, Glenn R; Crespo, J R; et al  
Fortnightly v131n19 PP: 24-50 Oct 15, 1993

ISSN: 0033-3808 JRNL CODE: PUF

WORD COUNT: 10294

...ABSTRACT: Delta Natural Gas Co. Inc. said that the implementation of FERC Order 636 directly affects **fuel** purchasing decisions because the **company** must now address deliverability and reliability from suppliers. Delta plans on a blend of long...

...TEXT: divisions worked independently for the most part in forecasting requirements, contracting for pipeline capacity, purchasing **gas supplies**, and managing the transportation. We are beginning a transition period in which all of these...

...expertise, optimize our gas costs, improve reliability, and enhance each division's competitive position with **customers**.

The spot **market** (assumed here to mean month-to-month **purchasing**) has played a significant role in fuel purchasing decisions. Its significance was enhanced during the...



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...A. Jennings President and CEO Delta Natural Gas Co. Inc.

Prior to Order 636, our **company** acquired natural **gas** from the interstate pipeline **merchants**. In the past few years, we began to buy a portion of our **gas** on the spot market from marketers, **producers**, and others as well. Our interstate pipeline contracts provided us with security of supply. After Order 636, pipelines will no longer be in the **merchant** function, and the full responsibility for **gas** supply will rest with us and our suppliers. Thus, the implementation of FERC Order 636...and CEO Connecticut Energy Corp.

In preparation for the implementation of Order 636, Southern Connecticut **Gas** began purchasing directly from **producers** more than a year ago. This enabled us to develop a cadre of reliable suppliers...

... Order 636 restructuring proceedings. Since the distribution company's market is extremely weather sensitive, pipeline **sales** contracts must be replaced by contracts providing annual, monthly, and daily flexibility in takes.

We...

... meet our utility obligation. However, we may seek to confirm the reliability and security of **supplies** with warranty agreements. Most importantly, our **fuel**-purchasing decisions are sensitive to the economic impacts of SFV and our competitive position in...supply agreements to replace the former pipeline contract demand services. These agreements include a merchant **sales** service that is unbundled from firm transportation service. All of our gas supply agreements are with large natural **gas producers** with significant **gas** reserves.

South ersey **Gas** Co. will continue to purchase natural gas on a best-cost basis while maintaining a...

... with this objective, we will do so. However, we have the security of long-term **gas supplies** that are available at market-sensitive prices to cover the requirements of our firm customers...

...to deal with the unforeseen.

Since hurricanes, tornadoes, transmission line mishaps, and contractual limits on **gas supplies** from any one production area are foreseeable risks, National Gas & Oil Corp. has actively developed a diversified portfolio approach to supply. National has often paid a premium to secure **gas supplies** from many different geographic production areas just to insulate it from local supply problems. Further...supply. In that case, curtailment to certain customers will be necessary and confiscation of industrial **gas supplies** may be required. The secret of successful curtailment is to have "no surprises." Interruptible shippers...

... ability to serve firm markets. If the constrained deliveries are caused by reductions in available **gas supplies**, in all likelihood there would be no need for an end-use curtailment plan because...

... withdrawal volumes could be increased to offset shortfalls. If supply shortages occur, we have several **sales** customers who can be interrupted on one hour's notice. We also have plans to...

... deregulated, open-access environment of Order 636, it is critical that pipelines redeliver thirdparty firm **gas supplies** that are under contract. In the unbundled environment of Order 636, this pipeline obligation is...into their systems.

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Brooklyn Union has taken several steps over the years to ensure adequate **gas supplies** to serve its predominantly residential markets. We began in the early 1980s to diversify our...

... contracts with Canadian suppliers, and 16 percent will be contracted with Transco under a firm **sales** service that is still subject to end-use curtailment priorities. As we negotiated those long...

...the impact of a pipeline capacity outage by diversifying transporters and the location of its **gas supplies**. These include:

- \* Iroquois pipeline, which transports **gas** from Canada to the Northeast, and provides a major backfeed from the north to our...

...force majeure needs to take into consideration the end user's ability to use alternative **fuel** and the consequences of interruption of **supplies**.

We are disappointed that the FERC disagrees with what seems to be such an obvious...

... interstate commerce too low. The end-use requirements were used in an attempt to allocate short **gas supplies** to high-priority customers. With the deregulation of gas prices, and the absence of any...

... of oversupply and periods of tight supply having corresponding price changes.

NUI has contracted for **gas supplies** from major **suppliers** on a commodity, but not price, warranty basis. Furthermore, in addition to market-area wintersupply...

...curtailed disproportionately due to end-use allocations, NUI believes the companies that have prudently contracted for **gas** and have adequate **supplies** should be compensated if some of their gas is diverted to others who were less...

... converted to firm transportation on June 1, 1991. Westpac is solely responsible for obtaining its **gas supplies**, but is dependent on two upstream pipelines for transportation service. Both pipelines are subject to ...necessarily select the level of reliability desired. Customers served by an LDC will choose utility **sales** and service on a "price equals priority" basis.

This should work fine so long as...

... to make informed judgments. If, however, transporters take risks and attempt to swing on LDC **sales** service, a dilution of core reliability could be a problem. On the other hand, if...

...It's old. It represents a narrow view of the utility industry.

Today, San Diego Gas & Electric is an **energy** management company --an **energy** alliance company. The question to ask isn't whether there's a conflict in offering both gas...

... re the one-stop shop for all utility services in our region. Billing, credit, meter **reads**, maintenance, **demand**-side management, alternative **fuel** vehicles, cost-containment alternatives, resource buying and selling--all of these things come under one...

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...is what is best for the customer.

While Niagara Mohawk has long been a combination **company**, the issue of competition between **gas** and electric became more clearly defined in 1991 when the company separated into strategic business Mark T. Maranger President and CEO Wisconsin **Fuel** and Light **Company**

For the last four decades or so, the question of an inherent conflict between gas...

... the most cost-effective rate that we possibly can. Conversely, those customers who purchase either **gas** or electric only get our **Company**'s best advice on the service we provide them. They do, however, benefit from our...

...rates. In this regard, our gas rates are some 10 percent below the other major **gas company** in Michigan; our electric rates are some 25 percent below the other major electric utility...this topic came up. One of the attendees, an employee of a recently spun-off **gas utility company** wholeheartedly agreed that there was at least an inherent marketing conflict.

The question is, are...

... utility, you should act like one. In other words, you should strive to be an **energy company** with affiliated business entities using complementary fuels that provide energy at the lowest cost in...customers what they need. To be successful, utilities must offer choices demanded by the marketplace. **Sales** of either form of energy serve to broaden the potential market served by the utility...

...No. In these days of increasing competition, the combination utility is a great asset. The complete **energy company** is good for the customer and good for both the gas and electric businesses.

Our...

...central services.

Many combination companies can make good use of gas during traditional offpeak gas **sales** periods--such as the summer--when they have to meet high electric demands related to...

... reduced stress on the system during summer peak, and gas customers benefit from the increased **sales**. So the synergy is good for everyone.

We've learned about another benefit of our...

... status from some of our large customers, who are faced with new opportunities to purchase **gas** directly from marketers and **producers**. Our reputation for unparalleled reliability on the electric side has enhanced their desire to continue...

...Service Company of Colorado

A utility's particular marketplace should drive the decision whether that **company** offers **electricity**, natural **gas**, or both. A key assumption with a combination utility is that it is able to...

... meet their total energy needs. There are also particular regions, like the one Public Service **Company** of Colorado serves, where the **gas** and

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electric markets are quite distinct. For example, in ...CEO Northern States Power Co.

Adding up the pluses and minuses of being a combination **gas** and electric **company** yields a big plus overall for our company and, more importantly, for our customers. This...

... areas where our gas and electric operations are competing for load with other utilities and **energy suppliers**, our firsthand knowledge of each other's business helps us focus our efforts and compete...

...company benefit from this relationship. Seasonal uses of electricity for summer air conditioning and natural **gas** for winter heating stabilize the **company**'s cash flow. Combined services including accounting, appliance repair, and marketing translate to cost containment...

... to recognize some inherent competition between those groups of employees that specialize in electric or **gas** service. If competition exists within a **company**, it should be viewed as healthy. Since both groups compete for the same resources, our...

...toward providing competitive energy services. At Washington Water Power, we define ourselves as being an **energy** provider, and not a **company** that offers either **electricity** or natural **gas**. In that regard, our **company** can provide the best **energy** value available for our customers and not create artificial competition by promoting one energy service...

... many aspects of the gas industry have already been deregulated. The competitive nature of the **gas** business has already caused our **company** to think competitively on the electric side of our business.

Combination utilities are also able...Business unit Long Island Lighting Co.

Although there is an apparent enduse conflict between the **energy supplies** at a combined **gas** and electric utility, the integration of assets from both sides of the corporation should be...

... boiler fuel. This use enables the electric service customer and organization to take advantage of **gas fuel supplies** when the cost justifies it, and enables the gas organization to aggressively restructure their supply...

25/3,K/28 (Item 28 from file: 15)

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00769174 94-18566

**A user's guide to the survey of buying power**

Anonymous

Sales & Marketing Management v145n10 PP: A4-A23 Aug 30, 1993

ISSN: 0163-7517 JRNL CODE: SAL

WORD COUNT: 8722

...ABSTRACT: s Guide to the 1993 Survey of Buying Power is divided into 3 basic sections: **sales**, marketing, and advertising. Each section offers a sample of applications that can be expanded upon according to one's specific needs. The **sales** section covers such areas as measuring **sales** performance, setting **sales** goals, setting **sales** quotas, and territory analysis. The marketing applications include measuring market potential,

developing marketing strategies and...

TEXT: This User's Guide has been divided into three basic sections: **Sales**, Marketing, and Advertising. Each one offers a sample of applications that can be expanded upon...

... provided will get you started toward generating the information and answers you require.

SECTION 1: **SALES**

A. Measuring **Sales** Performance

B. Setting **Sales** Goals

C. Setting **Sales** Quotas

D. Territory Analysis

SECTION 2: MARKETING

A. Measuring Market Potential

B. Developing Marketing Strategies...

...A. Test Market Selection

B. Co-op Advertising Allocation

C. Media Allocation

D. Media Selection

**SALES** PLANNING APPLICATIONS

A. Measuring **Sales** Performance

How do you determine how well your **sales** force is doing? Is a salesperson who exceeds quota by 20 really performing better than...

...Buying Power Index, or BPI, is most valuable.

By combining total population, income, and retail **sales** data--and assigning appropriate weights to each of these factors--a BPI is produced that...

... the BPI compares all markets equitably, it can also be used as an indicator of **sales** potential through the construction of a Performance Index (PI).

To calculate a PI, simply take your annual **sales** -in this case we'll use 1 million pairs of shoes--and multiply that figure...

... 4277), this gives you a total of 34,277 pairs of shoes, which becomes the **Sales** Measurement (SM) for this particular territory.

This figure can be broken out further by utilizing...

... up the New York market, which will in turn reveal the specific geographic areas where **sales** are lightest and heaviest. Once the **Sales** Measurement figure has been calculated, a Performance Index for the market (or any of its...

... can then be constructed. Continuing with this same example, if it is determined that actual **sales** in this market totaled 50,000 pairs of shoes, you divide actual **sales** by the SM figure, according to the following formula:

(Formula omitted)

Since the Performance Index for the New York metro is greater than 100, this indicates that actual **sales** in this market exceeded those shown by the **Sales** Measurement figure (BPI Total **Sales** ) by roughly 460. However, if the PI figure turns out to be less than 100...

... shoes, in which case you'll want to construct a custom BPI for calculating the **Sales** Measurement portion of your PI. For example, if you're selling a more specialized product...

...is calculated, see "How to Construct a Custom BPI" on page A-13.

#### B. Setting **Sales** Goals

If you're found that the Survey's BPI works for your particular product...

...1 . million pairs of shoes, don't simply add 10% to your actual New York **sales** of 50,000. Instead, go back and multiply the BPI by your new target figure of 1.1 million, which gives you 38,103.

Since you already know that **sales** in this market are 50,000, you can safely assume that even if there is little or no change in New York's level of performance, **sales** will exceed the goal for the coming year. This leaves you free to concentrate your... distribution channel (General Merchandise stores), weighting these factors according to their relative importance.

#### C. Setting **Sales** Quotas

What is a fair quota? Basically, one that offers a realistic opportunity of being...

... As an example, let's take a company that manufactures tennis rackets with a national **sales** goal of 550,000 units. According to its own custom BPI, the figure for the...

...3962, which translates to a quota of 13,179 units in this metro.

Based on **sales** from the previous year, however, Washington has been shown to have a Performance Index of...

... which means that it is already above average in terms of its share of national **sales** . But a review of the territory's actual geographic boundaries reveals that--in addition to...

... that are not part of the metro, some of which (Orange and Caroline) recorded no **sales** at all last year. In addition, since there are a number of cities in Virginia...

... these outlying counties must also be calculated (even though some did not contribute to overall **sales** ) and added to that of Washington, which results in a total BPI of 2.5337...

... territory meant looking at the total geographic area, not just at the core metro where **sales** are the highest.

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Finally, setting **sales** quotas also means assigning each part of a territory its rightful share of the total...

... might be asking more of your salespeople than they can legitimately handle.

### D. Territory Analysis

**Sales** territories are all too often designated according to historical record rather than by an objective...  
...needs.

The first step is to utilize the aforementioned method of measuring territories for their **sales** potential. Ideally, all territories should have approximately the same collective BPI, either regular or custom...

... equation for that territory (as well as for any surrounding territories).

Say you're the **sales** manager for a new product line being introduced by an existing company. The line consists...

... selling only women's clothing. Since you'll be starting from scratch with a separate **sales** force, you'll first need to establish your **sales** territories. Your initial budget allows for the hiring of 12 salespeople, and with this in...

... Power-Part II), you'll find metro market rankings for Men's and Boys' Clothing **sales**, which should help you identify the top markets for your initial effort. By creating a or more.

In addition to this, company **sales** records should be structured in such a way as to provide information that can be...

...a simple five-step procedure:

1. Identify a geographic segment.
2. Identify the industry/product **sales** for that market through the use of i a standard or custom BPI (BPI total U.S. **sales** ).
3. Identify your actual **sales** in that market.
4. Calculate your share of market by dividing item No. 2 by item No. 3.
5. Identify the potential for a particular market by multiplying total **sales** by the market's BPI.

With this figure now in hand, divide it into your actual **sales** for the market, which will produce an index of market performance. An index figure of...

... shirts. Retail volume for the industry as a whole is \$2 billion, nationwide. Your company **sales** are \$140 million, or 796 of the market in terms of dollar volume. In the Indianapolis met so, your **sales** are \$542,300. The custom BPI for this market is .3303.

The first thing you want to do is find out what the estimated industry **sales** for Indianapolis should be. Here, you multiply the BPI by total

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industry **sales** (.3303 x \$2 billion=\$6,606,000). Next, your basic potential in this market is calculated by multiplying your company's total **sales** (140 million) by the custom BPI for Indianapolis 330, which equals \$462,420. The final step then involves the construction of a Performance Index (PI), taking actual market **sales** (\$542,000) and dividing it by potential **sales** (\$462,420), which equals 117, indicating that **sales** in this market are two above the estimated potential. Using actual **sales** would yield an 8.2% market share.

### B. Developing Marketing Strategies and Distribution Channels

As...

...from your previous marketing strategy.

This decision was based on test marketing that showed that **sales** in general merchandise stores should easily surpass those in camera shops, and since access to...

... and income proes and then producing a new custom BPI based on general merchandise store **sales** as the distribution component. This results in the following list of metros, ranked by their...

... that advertising can now be concentrated within these markets without conducting a blanket campaign.

Targeted **sales** for the coming year have been set at 200,000 units, and by using the custom BPI you've constructed, you can easily see what share of **sales** each market will comprise. In addition, these figures can be checked by looking at the meter market rankings of general merchandise store **sales** in Section B to see how the targeted metros compare with these listings, a procedure that can also be used with rankings for population, EBI, total retail **sales**, and the general Buying Power Index.

### C. Evaluating New Product Potential

Say your company has...

... Survey of Buying Power, you can put together a strategy that will help you identify **consumers** that fit your particular profile, locating **markets** with high concentrations of households having Effective **Buying** Incomes EBIs) between \$10,000 and \$19,999. Once this has been done, you can ...

...your product.

After laying the basic groundwork, you can then assign specific goals to your **sales** personnel in preselected **sales** areas that encompass the highest concentrations of potential customers with the characteristics you seek. This will allow you to establish, with solid objecvity, maximum **sales** goals in these market areas, knowing in advance that they represent an optimum concentration of...t going to be a particularly hot item in LA. Here, your own savvy and **sales** history will tell you which markets are best.

What the Survey will then allow you...

...important to its selection.

In addition, markets can be matched through the use of retail **sales** data



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on store groups or, in the case of the Survey media Markets, through merchandise line **sales** categories. The use of these data is indicated when raw population numbers are not necessarily relevant to the **sales** growth of a particular product. By utilizing appropriate clusters of retail **sales** statistics, you can match up any and all metro areas that sell approximately the same volume of product:

.....Per Household....Food

Metro.....Retail **Sales** ..Store **Sales**

Sacramento....\$20,503....\$1,943,674,000

Milwaukee.....22,213.....2,021,248,000

Columbus...

... we've established that a particular combination of known demographic, economic, and distribution factors determine **sales** potential--regardless of the geography of the area in question--this means that you can...

...test market universes by zeroing in on the specific characteristics that affect the rate of **sales** of your particular product.

Basically, you're no longer forced to choose test markets from...

... By knowing with objective certainty the combination of available characteristics that will positively affect your **sales**, you can create your own test markets with a maximum amount of control, projectability, and ...

... source of this dilemma is that most cop allocations are based on after-the fact **sales** volume figures, with a percentage of total **sales** then set aside for the coop program.

The Survey can be used to identify **sales** potential by market area, which then makes it possible to allocate co-op dollars based on projected **sales** quotas rather than actual **sales**. In effect, you can then use these all-important ad dollars to help your salespeople generate **sales**, rather than as payment to dealers who have already committed to buying.

In the following...

... every 500 people between the ages of 25 and 34. In the state of Michigan, **sales** last year totaled only 2,983 units, even though the potential market in this age segment was 1,659,200, or 3,318 potential unit **sales**. Each unit carries a price tag of \$80, the actual accrual of cop funds-based on a program base of 5--was \$11,932.

Based on market potential, however, **sales** should have totaled \$265,440, and the 5% accrual would have generated \$13,272 in co-op funds. By planning the program based on this potential rather than on actual **sales**, you can assist your salespeople in achieving their expected volume.

Through the construction of a custom BPI, you could use your anticipated national **sales** volume to identify the proper share of that figure that should be generated by all...

... and then allocate co-op dollars to those markets to help them achieve their potential **sales** volume.

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### C. Media Allocation

Many **consumer** -goods manufacturers **purchase** TV, radio, magazine, and newspaper **advertising** for their products. Basically speaking, the greatest efficiency is achieved by reaching the most people...

... main one being that some portions of the country are well developed in terms of **sales** , while others are still new and in need of constant attention. In cases like this...

... two different ad funds, the first being a "sustaining" fund designed to maintain markets where **sales** are already established, and the second a "developmental" fund to assist the **sales** force in achieving maximum potential for underdeveloped markets. In both cases, clear goals of total **sales** should be written into the **sales** plan before any advertising monies are committed to markets.

### D. Media Selection

More and more...

... use of advertising techniques that localize expenditures on a market-by-market basis. Through the **use** of the Survey's Buying **Power** Index, you can **readily** identify the **sales** volume of a given geographic area, which will enable you to relate this volume to...

...targeted customer.

#### DEFINITION OF TERMS IN THE SURVEY OF BUYING POWER

APPAREL AND ACCESSORY STORE **SALES** (SIC Major Group 56): This category includes **sales** for establishments primarily engaged in selling. new clothing, shoes, hats, underwear, and related 1 articles...

... all persons who consider themselves members of the Asian or Pacific Islander race.

AUTOMOTIVE DEALER **SALES** (SIC Major Group 55; excluding subgroup 554, Gasoline Service Stations): Included are retail outlets selling automobiles-new and used, domestic and imported. In addition to these categories, **sales** for auto and home supply stores (tire dealers and parts and accessories stores), boat dealers...of the black race and who live in the area.

BUILDING MATERIAL AND HARDWARE STORE **SALES** (SIC Major Group 52): **Sales** in this category include those from establishments primarily engaged in selling hardware, lumber, and other building materials; paint, glass, and wallpaper; lawn and garden **supplies** ; and mobile homes.

BUYING **POWER** INDEX (BPI): A weighted index that converts the Survey's three basic elements--population (the demographic factor), Effective Buying Income (the economic factor), and retail **sales** (the distribution factor)--into a measurement of a market's "ability to buy," expressing it ...

... The BPI is calculated by first producing a ratio of local population, income, and retail **sales** to the comparable U.S. totals, then assigning a weight of .5 to an area's income; .3 to retail **sales** ; and .2 to population. These weights are then multiplied by the appropriate ratios and the...

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... nation's 3,141 county units provide the most easily manageable building blocks for designing **sales** territories; and 5) county boundaries are readily identifiable for mapping purposes.

The 1993 Survey of...

... cities of Baltimore, MD, St. Louis, MO, and Carson City, NV, are independent cities.

**DRUGSTORE SALES** (SIC Industry Group 591): A 3-digit subgroup of SIC 59--Miscellaneous Retail Stores. Totals here reflect **sales** from establishments engaged in the retail sale of prescription drugs, proprietary drugs, and non prescription...  
... and novelty merchandise, and may include soda fountains or lunch counters.

**EATING AND DRINKING PLACE SALES** (SIC Major Group 58): Includes establishments selling prepared foods and drinks for consumption on the...

...wine bars, and other miscellaneous establishments.

**EFFECTIVE BUYING INCOME (EBI)**: A classification developed exclusively by **Sales** & Marketing Management to distinguish it from other sources reporting income statistics, EBI is defined as...S. government definitions, the resultant figure is commonly known as "disposable personal income."

**FOOD STORE SALES** (SIC Major Group 54): Retail stores primarily engaged in selling food for home preparation and...

...as health food, coffee, spice, vitamin, and poultry stores.

**FURNITURE, HOME FURNISHING, AND APPLIANCE STORE SALES** (SIC Major Group 57): **Sales** from a broad array of subgroups including furniture 11 stores; floor covering stores (carpet, rug...  
...computer and computer software stores as well as record and tape stores.

**GASOLINE SERVICE STATION SALES** (SIC Industry Group 554): This 3-digit subgroup of SIC Major Group 5 Automotive Dealers-is broken out separately due to its marginal relation to actual car and automotive accessory **sales**. It is defined as service stations primarily engaged in selling gasoline and oil, although these...

...activity. Metro rankings for this store group are shown in Section B.

**GENERAL MERCHANDISE STORE SALES** (SIC Major Group 53): This category includes retail stores that sell a number of lines...

... Statistics uses to gage the buying habits of American Households. The expenditure amounts include all **sales** and excise taxes, and exclude business-related expenditures, and expenditures for which a family is...a sizable portion of the population that are not necessarily wage earners.

**PER-HOUSEHOLD RETAIL SALES** : These figures are retail **sales** by household, calculated by dividing total households into total retail **sales**. However, because household counts are directly assignable to a metro's geographic area and retail **sales** figures are not (due to local purchases by nonresidents), this number is not as effective...

...PERCENT OF U.S.: The share of total U.S. population, households, EBI, of retail **sales** accounted for by a given region, state, metro, county, or

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city. This figure shows the... **QUALITY INDEX (QI)**: This figure, which appears in the Regional and State Summary of Retail **Sales** table in Section B, is calculated by dividing a market's Buying Power Index (BPI...

... above-average resident buying power or a strong influx of nonresident buyers, or both.

**RETAIL SALES BY STORE GROUP**: The Survey of Buying Power lists **sales** for six major store groups considered to be the primary channels of distribution for consumer goods in local markets. Store group **sales** represent the cumulative **sales** of all products and/or services handled by a particular store type, not just the...

... just food including things like personal care products, toiletries, non prescription drugs, automotive supplies, etc.

**SALES ACTIVITY INDEX (SAI)**: This figure, which appears in the Regional and State Summary of Retail **Sales** table in Section B, is obtained by dividing an area's Percent of U.S. Population figure into its Percent of U.S. Retail **Sales**. Because the numerator (the market's share of retail **sales**) includes all **sales** made in the market, and the denominator (share of population) includes only the residents of...

... with a company or enterprise, which may consist of one establishment or more.

**TOTAL RETAIL SALES** : Total Retail **Sales** reflects net **sales** (minus refunds and allowances for returns) for all establishments primarily engaged in retail trade. Receipts from repairs and other services are also included, but retail **sales** by wholesalers and service establishments are not.

**NOTE**: Although retail **sales** are often used to gauge the purchasing power of the residents in a given market...

...made by people not residing within the boundaries of the geographic area in question.

Aggregate **sales** of the six major store groups shown in the Survey will not equal the Total Retail **Sales** figure for a given area, since this figure includes receipts from a number of additional...

... Population). This is for the benefit of marketers who use county-level geography to design **sales** territories and identify markets, and also because it provides a more uniform system relative to...

...DESCRIPTORS: **Sales** ;

25/3,K/29 (Item 29 from file: 15)

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00757377 94-06769

**Electricity and the primary fuels: Technology, market structure and prices**  
Posner, M V

National Institute Economic Review n145 PP: 64-86 Aug 1993

ISSN: 0027-9501 JRNL CODE: NER

WORD COUNT: 16457

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...TEXT: oil price increase of 1 973, British Coal lost most of its markets for direct **sales** to industry and households. Its hold over electricity generation actually strengthened in the 1960s and...

... are rapidly eroding British Coal's market, towards a level one tenth of 1960 's **sales** . By the time the public noted the speed of the final contraction of coal. in...

... costs). Table 1a shows that although electricity provides only 17 per cent of total fuel **sales** in coal equivalent terms, it constitutes 51 per cent of money expenditure on fuel; per...competing consortia, and a strong pattern of stop-go in the CEGB's ordering programme.

**Oil supplies** before 1973 were on several occasions disrupted by crises of supply associated with political events...

... products. The subsequent long decline in the real price of oil has not however restored **petroleum** to the position of residual **supplier** of **fuel** for steam raising that it seemed to be gaining in the 1960s. If we put...

...companies in the production of fuel oil for electricity generation.

The continuing fall in coal **sales** within the UK, and the somewhat faster contraction of the NCB's deep mined business...in growth or the market..It is not quite perpetual motion, but it certainly economises **fuel** inputs, and **uses** a **readily** available raw material. Apart from little local problems with radiation, it is free of all ...winter when demand is at its peak. Over a normal run of years, total annual **sales** are likely ...to meet demand (no doubt, as in the past, they always keep a 'spinning reserve' **ready** for instantaneous **use** ). Then the Pool price for **electricity** in each half hour is based on the system marginal price--the price originally quoted...

... as much as a quarter of their needs on long-term contracts from new Independent **Power Producers** , and to meet only their residual demand by purchases from the big generating companies and...together can match that of the best existing conventional plant, at a capital cost of **installation** per GW very much lower than for existing plant. Moreover, economies of very large scale...

... at the prices at which gas is sold in the new contracts to the Independent **Power Producers** (IPPs), the cost per joule (useful unit of energy) to the new plant is lower...

... or imported) in the future. The purchase contracts, concluded by the IPPs with the ultimate **suppliers** of natural **gas** , are no doubt complex and full of special features. But they are, it seems, of...bankable balance sheet assets to offset the capital liabilities originally incurred for exploration and plant **installation** . How the managers of British Coal i would love to acquire such assets!

There are...

... present being conducted by British Coal the policy best suited to the maximisation of its **sales** ?

We may explore these questions by contrasting the outcome under present practices with those which...

Search Report from Ginger R. DeMille

... from well informed long-term investors, a publicly owned monopoly which aims to maximise its **sales**, subject to the constraint of covering the costs of its continuing operation, would sell the...a long-term market for its coal in the same way as individual North Sea **gas producers** have been actively selling long-term packages of gas to the IPPs for CCGT plant ...

...or three years of the century--they will wish for long-term contracts to secure **supplies** of the primary **fuel** inputs. But the future can look after itself, world trade will still flourish, and, in...

... bulk of UK fuel needs (save for gasoline) with long-term contracts comfortable for both **suppliers** and users of primary **fuel**. The ultimate customer for fuel, industrial or household, said the price of this comfort, but... units produced at peak times would be charged more than those who bought off-peak **supplies**. The discount offered to **gas** customers who would allow their **supplies** to be 'interrupted' was one application of this doctrine.

It is now therefore somewhat surprising... for tatonnement, might be appropriate. The opportunities will not disappear-both the technology and the **supplies** of primary **fuel** will be there tomorrow, and next year. The existing coal fired plant could be used...now buy extra British coal at any price. The new gas contracts are signed; nuclear **sales** are committed, as are purchases from France. The only primary fuel which could be 'backed...

...security of supply) which 'then' were exercised by CEGB:

--GENERATORS

Nuclear Electric (State owned) National **Power** **Power** Gen Independent  
**Power Producer** IPPs)

French **supplies** (contracted to Grid)

--MAINS TRANSMISSION

National Grid Company (owned by RECs) 12 separate Regional

--RETAIL **SALES**

Electricity Companies (now known as distribution and supply) The Pool  
(operated by the Grid)

--SPOT...

...TRANSACTIONS--and making forward contracts (see below)

Futures Market

WHOLESALEs?--see below Other 'second-tier **suppliers** '

THEN

The responsible Minister (of ' **Energy** ' or Fuel, of DTI) and Treasury controlled investment, with the primary aim of ensuring sufficient long term demand forecasting, Grid operation, pricing of **sales** from generators to **distributors** etc.

Atomic **Energy** Authority--state owned RandD agency and lobby, for civil

of **suppliers** '.

(2) This use of matrix notation for the purpose of conciseness should not be confused...

25/3,K/31 (Item 31 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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00594980 92-10153

**Working with Customers in Providing Clean Power**

Ottman, Frederick K.

Transmission & Distribution v43n12 PP: 44-49 Dec 1991

ISSN: 0041-1280 JRNL CODE: TMD

WORD COUNT: 2039

...TEXT: We educate customers about their power supply and the quality of their wiring, then make **recommendations** so that **customers** are informed **consumers** when they decide to go out and **purchase** something to solve the problem. Additionally, a power analyzer can be used during the site...

... utility's marketing department and service investigation department, a branch of electric distribution engineering. A **consultant** was hired to train employees on the proper procedures to perform a site survey. When...

... power systems at several internal locations, including our materials distribution center. We have also helped **install** similar systems for various customers including municipalities, and one was recently installed for the Summit...

... quality of the equipment purchased. Because spike suppressors are relatively inexpensive, it makes sense to **install** them as insurance to reduce the potential of equipment damage, especially from lightning strikes.

\* VOLTAGE hybrid power conditioners that combine two or more functions in one unit. The term "**power** conditioner" is applied rather loosely, so **manufacturer**'s technical literature should be studied carefully. The investment in corrective equipment correlates to the...

... operated devices. Although generally not destructive, electrical noise can sometimes pass through a computer's **power supply** transformer and wipe out stored **data** or cause erroneous data output.

The two corrective devices used are filters and isolation transformers...

... usually not meant to serve critical power going to computers. To assure that a computer **installation** receives "clean" power, and be able to withstand power interruptions, an uninterruptible power supply (UPS...

... from 10 to 15 min of power. This is sufficient time to shutdown a computer **installation** without causing harm. Should continuous power be required, an engine-generator set is installed to...

...as they can be placed close to the equipment they protect and require no special **installation** needs or ventilation (which regular battery banks require). In their basic form, small UPS units...

... urge our customers to contact their computer system manufacturer for details or specifications regarding the **installation** of power-protection

devices.

Although the responsibility of protecting the customer's sensitive equipment is... with customers, and on a fee basis through his utility, he will perform a condition **power** service investigation for a customer **using monitoring** recording instrumentation and offer recommendations to resolve power problems for critical loads.

25/3,K/32 (Item 1 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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08115803 Supplier Number: 67634185 (USE FORMAT 7 FOR FULLTEXT)

**Autoweb Forms Partnership With American Isuzu Motors, Inc. for Integration Of AIC's Premier Automotive Technology.**

PR Newswire, p2526

Dec 6, 2000

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 680

... format allows users to easily tap into the research via the web, without having to **install** software.

Autosite Pro(TM) continues Autoweb's AIC tradition of providing industry-leading content and...

...of Autoweb is the leading provider of automotive content, data and intelligent tools used to **power** Internet services, portals and **manufacturer** Web sites. AIC researchers rely on decades of industry experience to create the most accurate...

...through every stage of vehicle ownership. Through its direct and referral commerce channels, Autoweb.com **offers consumers** a variety of ways to **purchase** new and used vehicles in conjunction with vehicle manufacturers, local Member Dealers and other commerce...

...and content. Currently, major automobile manufacturers, including BMW, DaimlerChrysler, Ford, General Motors, Honda and Toyota, **use** Autoweb's automotive **data** to **power** their sites. The major **consumer** portals also use Autoweb's content and technology, including AOL, Lycos, MSN Carpoint and GO...

25/3,K/33 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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08027413 Supplier Number: 66763412 (USE FORMAT 7 FOR FULLTEXT)

**Autoweb's AIC Introduces the AIC AutoSuite(TM) Package of Automotive Research Tools.**

PR Newswire, pNA

Nov 9, 2000

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 693

... Center (AIC) today introduced AIC AutoSuite(TM), a package of research tools and data that **offers consumers** a complete car- **buying** experience over the Internet. AIC AutoSuite includes AutoResearcher(TM),



something that barely resembles an **energy company** .

The physical assets that once helped **energy** companies dominate the economy are almost a liability in the new economy. A company tied...

...information about energy," Ross says.

Amerada Hess, for example, has more than \$1 billion in **oil** inventory. The **company** can take that into the market and use it to help buy other services. When...

...energy projects to hedge against drastic changes in supply.

The most extreme example of an **energy company** stepping away from the physical is Enron Corp., which has set up an online exchange **buying** and **selling** energy as a commodity. With that model, **customers** need never physically receive the oil or gas; they can buy or sell according to ...

...it segment its customer base to target specific prospects with marketing offers. It's considering **sales** -force automation, data mart, and analytic packages to acquire, but probably won't adopt a...

...so not surprisingly the companies most interested in it are those with large retail gasoline **sales** . Other companies beginning to implement CRM include those that sell fuel and services to other...

...customer-management systems flung across different departments and regions. Schlumberger Ltd., an \$8.40 billion **oil services company** in New York, recently adopted Siebel's eBusiness suite to replace a wide spectrum of customer-management tools- **sales** -force-automation packages, Web sites, and directory-assistance applications-that dotted the company.

These grew...

...Global information exchange may be the single most pressing demand for IT in energy companies. **Oil** exploration and production stretch a **company** 's geographic limits; large **oil** companies can have exploration or drilling projects running simultaneously in West Africa, Brazil, and ThailandCIO at Phillips **Petroleum** Co., a \$13.8 billion **oil company** in Bartlesville, Okla. Many of the poorer, more remote countries have almost nothing in the way of IT, so an **energy company** wanting to do business there has to build its own infrastructure-everything short of actually...

25/3,K/37 (Item 6 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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07603948 Supplier Number: 55804719 (USE FORMAT 7 FOR FULLTEXT)

**Competition forces utilities to implement new customer relations.**

Cissna, Tami

Electric Light & Power, v77, n8, p18(2)

August, 1999

Language: English Record Type: Fulltext Abstract

Document Type: Magazine/Journal; Trade

Word Count: 1864

... every time.

"The big bet in the industry is the customer," said Marc Jacobson, Andersen **Consulting** senior manager of utilities industry. "Winning the bet will require utilities to guess right on...

...by financial guarantees. There are no promises of rate cuts. So far,

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**power** supply cords and cord sets division, offering domestic-, international-, and hospital-grade approvals. Its cable...capacitor terminals

- \* Ground leads available

- \* UL-approved construction

For further information and data literature, contact: **Sales** Department, Molon Motor and Coil Corporation, 3737 Industrial Avenue, Rolling Meadows, IL 60008.

Molon Motor...

...thermostat available with or without factory-attached lead wires. The opposite-end terminations offer flexible **installation** options.

The Model E is available with a choice of two different bimetallic elements to...

**25/3,K/39 (Item 8 from file: 16)**

DIALOG(R)File 16:Gale Group PROMT(R)

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07019099 Supplier Number: 58670328 (USE FORMAT 7 FOR FULLTEXT)

**Embedded systems making products smarter. (Brief Article)**

Gonzalez, Jean Young

Design News, v55, n2, p87

Jan 17, 2000

Language: English Record Type: Fulltext

Article Type: Brief Article

Document Type: Magazine/Journal; Refereed; Academic Trade

Word Count: 2446

... track inventory and manage money. Add Internet connectivity, something soft drink giant Coke promises to **offer** so that **consumers** can have an interactive experience when they **buy** a soda, and all you need are temperature sensors to make it happen:

All of...

...from \$32 billion in 1998 to nearly \$67 billion in 2004, says John Ross, a **consultant** with Business Communications Company.

Embedded systems are computers hidden inside products we use every day...us," says Moynihan. Those applications include washing machines, air conditioning systems, automotive, and uninterruptible **power supplies** in office automation. "The advantage of the DSP is that it is more intuitive as...rethought or added," says Brobst. Other advantages are less heat, and reduced size, cost, and **power consumption**.

< **readerservice** >For more information

Go to [www.designnews.com/info](http://www.designnews.com/info) or circle the number on the...

...application and the different functions needed to drive it," says John Ross, Business Communications Company **consultant**. "Then pick the best embedded product --microprocessor, microcontroller, or digital signal processor--to meet the...

**25/3,K/40 (Item 9 from file: 16)**

DIALOG(R)File 16:Gale Group PROMT(R)

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06348213 Supplier Number: 54661841 (USE FORMAT 7 FOR FULLTEXT)

**Electric power customers prepare for competition.**

Porter, Anne Millen

Search Report from Ginger R. DeMille

Energy User News, v24, n4, pS4(1)  
April, 1999  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Tabloid; Trade  
Word Count: 3436

... at the very least--become avid followers of deregulation news. Many have attended seminars, hired **consultants**, or participated in retail pilot programs. The commodity manager for a Northeast bank says, "The...

...for deregulation." Thomas Wandler, purchasing manager for Philadelphia Tramrail Company in Philadelphia has, "joined a **manufacturers** ' group." J. Michael Whitcomb, **energy** manager for Montgomery College, in Rockville, Md., has "joined an interagency committee to provide input...

...chain based in Cambridge, Mass., has "formed an aggregation" and is now "comparing bids" from **suppliers**. David Inger, **energy** manager for California's Ventura county reports "cooperating with other government entities for joint procurement...

...Y., says his firm is "becoming more aware of the competitive market and evaluating various **suppliers** and comparative forms of **energy** ." The **energy** program engineer for a major U.S. university says his team has "developed a two...

...procurement process" consisting of a request for qualifications followed by a request for proposals.

Quoting **suppliers**

Quite a number of **energy** management and purchasing professionals say they have already begun to solicit supplier quotes and proposals...

...and related chemicals for BASF in Mount Olive, N.J., has been "discussing contracts with **consultants** and energy marketers." Meantime, the vice president of global procurement for a large commercial interest... Alton Manufacturing in Rochester, N.Y., has been installing sub-meters and conducting "on-site **demand monitoring** and **energy - usage** tracking."

The commodity manager for a large Northeast banking concern says, "More extensive metering of...

...put, "load management and load shifting plans into place." Bill Stein, energy coordinator and utility **sales** officer for the U.S. Army Intelligence Center in Fort Huachuca, Ariz., has been working...

...bottom lines by offering energy-management services to end users. These services range from simple **consulting** to full-service energy management. For the short term, however, it appears that the **consulting** ends of these businesses will do better than the full-service offerings. To wit--

\* Only...

...one percent say they'll "maintain all energy management in house with support from independent **consultants** ."

\* Twenty-two percent say their organizations are likely to "maintain all energy management functions in...

...Ind., says: "Management does not want any downtime in production if it costs us in **sales** ." The energy manager for a national railroad says: "Most of our operations are critical with...terms." Similarly, John Potvin, vice president of Equity Management, a property management and investment property **consulting** firm in Hyattsville, Md., is concerned about "understanding all charges, understanding what is available, and...

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...I suspect my costs will go up." says the energy manager for a Midwest military **installation**. The plant engineer for a large commercial interest in Kentucky worries about the "cost to..."

...functions in house	18%
Maintain all energy management functions in house with support from independent <b>consultants</b>	41%
Maintain all energy management functions in house with in-house experts/personnel	22%
Other...	

...sup.\*]

Yes 58%  
No 37%  
N/A 5%

SOURCE: EUN/PURCHASING SURVEY

How does your **company** buy natural [ **gas** ?.sup.\*]

Bundled services	30%
Unbundled services	41%
Other	9%
Combination	7%
No response	13%

SOURCE...

...support for the former, considerable uncertainty on the latter.

Examples of remarks on aggregation of **power** load within a **company** or institution range from downright enthusiastic--"It's the right thing to do." "Must pursue...or a dedicated energy management function (11%).

However, dividing the survey results between readers of **PURCHASING** and **Energy User** News yields quite different results, **suggesting** that many groups may be struggling with internal turf battles over who should be calling...

...30% of EUN readers.

Seventy percent of survey respondents report being personally involved in their **company**'s **energy** procurement process (56% of **PURCHASING** readers, 79% of EUN readers). As to the shape of...

25/3,K/41 (Item 10 from file: 16)  
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06174545 Supplier Number: 54032434 (USE FORMAT 7 FOR FULLTEXT)  
**FEATURE/Buyers Out There: Residential Customers Increasingly Interested in Purchasing More From Their Energy Service Providers.**  
Business Wire, p1107  
March 8, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 811

Latest National Customer Surveys Draw Clearer Picture of **Customer** Segments; Awareness of Deregulation, **Energy Advertising** Rising

Search Report from Ginger R. DeMille

zinc carbon batteries. These batteries are claimed to have a five year shelf life...universal counter stand, specialty photo-electronic battery displays, brochures and a host of point-of- **purchase** materials.

On the promotional front, Panasonic is **offering** a large number of **consumer** -grabbing plans, including a ' **Buy** 2, Get 1 Free' **offer** , which **consumers** can get right at checkout. Also during 1997, Panasonic has promo tie-ins for vitamins...

...display efforts.

Retailer Advice

Panasonic's Tod Schrader sees a good chance to increase battery **sales** by cross-promoting digital cameras with batteries. 'At the least,' said Schrader, 'dealers should join...

...product turns.'

Energizer's Lou Martire said, 'Because of the impulse nature of the battery **buy** they will always **sell** wherever the **consumers** pass; simply put: batteries should be where the people are, not hidden away. Recently, we...

25/3,K/50 (Item 19 from file: 16)  
DIALOG(R) File 16:Gale Group PROMT(R)  
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04863614 Supplier Number: 47153701 (USE FORMAT 7 FOR FULLTEXT)

**MidAmerican Announces Online Gas Transportation Service**

PR Newswire, p0224MNM011

Feb 24, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 324

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

MINNEAPOLIS, Feb. 24 /PRNewswire/ -- MidAmerican **Energy Company** (NYSE: MEC) today introduced a new online service that gives customers quick access to natural...

The new service, MidAmerican ONLINE Transportation (MOT), allows customers to access their accounts for historical **gas usage** information, communicate with their MidAmerican **energy consultant** and **monitor** the MidAmerican gas system. MOT is designed to give customers both the information and flexibility...

...our gas transportation customers who have unique energy needs," said Marty Mills, MidAmerican senior energy **consultant** .

To use MOT, a customer signs an agreement with MidAmerican and is provided a password...

...increasing number of gas transportation customers. These are customers who contract with MidAmerican to transport **gas** that they **purchase** from another supplier. Several natural **gas** pipeline companies **offer** similar online communications services for their **customers** .

MidAmerican **Energy Company** , Iowa's largest utility, serves 610,000 natural gas customers and 642,000 electric customers...

...Information about MidAmerican is available on the Internet at <http://www.midamerican.com>.

SOURCE MidAmerican **Energy Company**

ONE SIDE EFFECT Of increased data collection is increased...

25/3,K/6 (Item 6 from file: 15)  
DIALOG(R) File 15:ABI/Inform(R)  
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02023735 53867864

**Research to reality**

Kirlin, Cristie

Electric Perspectives v25n3 PP: 20-36 May/Jun 2000

ISSN: 0364-474X JRNL CODE: ELP

WORD COUNT: 3682

...ABSTRACT: technologies. Fuel cell manufacturing costs will not significantly decline until the technology captures a large **market** share, but **customers** will not **buy** fuel cell products until the prices drop. At the same time, distributed fuel cells that...

...TEXT: rising capacity demands pose new opportunities for fuel cell adoption in applications as diverse as **merchant power** plants, industrial cogeneration plants, **data** center backup **power**, and even residential "garage **power** " **uses** .

One such opportunity for **fuel** cells is DG, and a growing number of industry players are turning to it as...

... 000 per mile, some transmission and distribution additions can be avoided or deferred when the **company** **installs** **fuel** cells and other DG closer to load centers. And by placing the power source near...

...energy transported-from heat dissipation along the lines.

But some vertically decoupled energy companies perceive **fuel** cells as a threat. For **power** **producers** that do not own transmission lines, DG represents a competitive generation technology. Similarly, from the...

...companies are saying "if you can't beat them, join them" by establishing partnerships with **fuel** cell developers and **manufacturers** . For example, in 1996 GPU joined **fuel** cell developer Ballard Power Systems and others to form Ballard Generation Systems (sGS) for the...

... technologies. Fuel cell manufacturing costs will not significantly decline until the technology captures a large **market** share, but **customers** will not **buy** fuel cell products until the prices drop.

Government subsidization and globalization offer potential solutions to...

... subsidizing fuel cells since the mid-1990s, some analysts predict that competing effectively with overseas **manufacturers** requires increased government budgets for **fuel** cell research and development, the purchase of early generation units, and continued production subsidization to... quality power requirements represent a niche market for fuel cells. A recent RKS Research and **Consulting** survey found that health care, financial institutions, and agricultural customers were among the most interested...

... customers anticipate that DG will mitigate power interruptions at a lower cost than their current **energy** **supplier** .

Within the residential market, customers in states with severe weather

patterns represent another fuel cell...

... International (MBUSi) CEO and president Bill Taylor, speaking of his company's collaboration with Southern **Company** and others to **install** a FuelCell **Energy** plant, explained that the project is a good fit because of MBUSI's "long-standing... York's Liverpool High School recently became the first high school in the nation to **install** a fuel cell, part of a \$15-million project to improve energy service to the...

...International Fuel Cells (IFC) has delivered these commercial stationary fuel cells for primary or supplementary **power** to universities, hospitals, data centers, and **manufacturers**. According to the company, a single IFC system will reduce cot emissions by 1,100...

... travel nearly 280 miles before refueling. "Since 1994, DaimlerChrysler has presented five different nonhybrid driveable **fuel** cell vehicles," said **company** chairman Jurgen E. Schrempp at the vehicle's unveiling. "We have solved the most challenging..."

... demonstration stage, government subsidization and falling prices could catapult them into prominent roles as high **power** quality **suppliers** and backup **power** generators for utility, commercial, industrial, and residential markets. The confluence of regulatory, reliability, economic, technological...

25/3,K/7 (Item 7 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01915509 05-66501

**Collective force**

Killgren, Lucy

Marketing Week v22n38 PP: 26-29 Oct 21, 1999

ISSN: 0141-9285 JRNL CODE: MWE

WORD COUNT: 1532

ABSTRACT: Developments in recent months suggest that the balance of **power** is tipping from the **manufacturer** toward the consumer. The Government's position as the consumer's champion and a scourge...

...TEXT: in the buyingselling relationship. Spurred by developments on the Internet which enable customers to exercise **collective** bargaining **power**, and a Government scourge on overpricing, **consumers** are forcing marketers to do what they have promised all along to do- listen to...

...of communications Nick Gammage.

Individuals' increasing autonomy from the State may be another reason why **consumers** are becoming more active in the **buying** - **selling** relationship. Unable to rely solely on the Government for pension provision and healthcare, and with...

...good buy or not. But if you buy a pension or change your telecoms or **gas** **supplier** you may not know for years whether you've made a good choice."

Gammage believes...

...makes it easier than ever for individuals to switch from one supplier to another. Individually, **consumers** had little bargaining **power**, but

**collectively** , they are a powerful force.  
"Manufacturers previously played on people's ignorance," says David Atter, **sales** and marketing director for Beeb.com, the BBC's commercial Internet arm. "Now you can..."

25/3,K/8 (Item 8 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01836670 04-87661

**Electric "choice" but no selection: Why not multiple suppliers?**

Uggerud, Ward; Hirst, Eric

Public Utilities Fortnightly v137n12 PP: 46-54 Jun 15, 1999

ISSN: 1078-5892 JRNL CODE: PUF

WORD COUNT: 2525

...ABSTRACT: customers in at least 20 states are or soon will be eligible to choose alternative **electricity suppliers** , according to the **Energy** Information Administration. In most states, the regulatory commissions lack the expertise to write the rules...

...TEXT: CUSTOMERS IN AT LEAST 20 STATES ARE OR SOON will be eligible to choose alternative **electricity suppliers** , according to the **Energy** Information Administration. Yet whether or not "choice" is meaningful depends in part on who writes...

... was caused (perhaps deliberately) by a customer whose load was being provided by a competitive **energy supplier** , the price signals would be both distorted and unfair. Prices can rise or fall exponentially...

... California's model to allocate components of an individual customer's meter reading to multiple **suppliers** when the information flows to the **energy** service provider for aggregation. The California model can be simplified, reducing transaction complexity and costs...

...with the existing wholesale or retail models. It will allow customers to select multiple concurrent **suppliers** , create multiple **energy** schedules and switch **suppliers** as often as they like (limited only by the requirements of their current and prospective suppliers). Furthermore, it is capable of performing other important functions that improve efficiency of bulk **power** operations, through:

- \* centralized scheduling,
- \* alternative (competitive) **suppliers** of certain ancillary services, and
- \* accounting for energy imbalances (after identifying the cause).

The EAS...energy accountants, or IEAs. Table 2 summarizes the key features and benefits of such entities.

**Using** this model of an independent **energy** accountant, the task of splitting meter **readings** can be easily accomplished based on the terms of the customer's contracts with different...

... a code associated with its account number that represents its choice of one or more **energy suppliers** . When a customer decides to use another supplier, the IEA would need only change the...

... be very valuable. As illustrated in figure 1, a customer might purchase its base load **energy** from one **supplier** , its incremental hourly



Search Report from Ginger R. DeMille

schedules from a second supplier and its load-following requirements from yet another supplier.

Multiple schedules allow individual **customers** to participate in the futures **market**. **Customers** might want to **buy** only a fraction of their load with futures contracts to hedge against price risks.

Small...

... green" energy because of its higher cost could choose to buy 20 percent of their **energy** from a "green" **supplier**. Or they might choose to buy half their electricity from a local source to keep...

...include regulation, load following and energy imbalance.

The IEA can increase choices for customers and **suppliers** concerning the source of supply for **energy** imbalance as well as load following. In addition, by allowing customers and energy providers to...of generating equipment and fuel to match any differences between actual and scheduled transactions between **suppliers** and their customers. **Energy** imbalance usually is measured in hourly increments.

Because only the control area operator has sufficient...

... technology for energy imbalance accounting, for which a patent is pending. Eric Hirst is a **consultant** on electric industry restructuring whose work focuses on ancillary services, bulk-power reliability and stranded...

25/3,K/9 (Item 9 from file: 15)

DIALOG(R) File 15:ABI/Inform(R)

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01747677 03-98667

**Industry restructuring update**

Boudreaux, Greg

Management Quarterly v39n3 PP: 2-15 Fall 1998

ISSN: 0025-1860 JRNL CODE: MQU

WORD COUNT: 6185

...TEXT: like New West Energy, TerraWatt, and the Green Power Connection. There was no requirement for **power suppliers** to post a bond, demonstrate financial stability, or show that they had **power supplies** to meet their contractual obligations. (According to one joke in California, you could be certified as a **power supplier** by "sending in two box tops and the entrance fee.")

Houston-based Enron was a...

... said it made a "bold entry into the California electricity market." The RKS Research and **Consulting** firm has conducted opinion polls in California every month to track the public's response...

... consumers, Enron teamed with AMWAY to sell "electricity by Enron" through AMWAY's thousands of **sales** representatives.

Not to be outdone, NU-SKIN, a beauty and skin-care products company, said that its representatives would also sell **electricity**.

Search Report from Ginger R. DeMille

In addition, an Internet-based **company** called FutureNet developed a web-site where customers could not only choose their **power supplier**, but become FutureNet **sales** representatives. By paying a \$99 application fee, anyone could become a "Power Representative," and sign...

...illegal pyramid scheme.

As a consequence of such experiences, California changed its criteria for licensing **energy suppliers**. Now businesses seeking to sell **power** must post a \$25,000 bond and show evidence of financial worthiness and technical capability...

...s Junior Restaurants, and 400 Safeway supermarkets. In the Safeway deal, PG&E agreed to **install** an information management system to **monitor** and analyze **electricity** and **gas usage** at each supermarket location, allowing the **company** to benchmark **energy** efficient stores. On the national level, industrial and chain account customers are already getting better...

...As of July 1 this year, only about 130,000 of California's 10 million **electricity** customers opted to change their **energy supplier**...

RKS Research, commenting on survey results in the spring of 1998, said that for consumers... begins competition on January 1, 1999 when one-third of consumers can select an alternative **power supplier**. Like California, Pennsylvania is running television ads to educate the public and promote choice. Utilities...

...such issues as:

what bylaw changes would be required

how to handle metering, including the **installation** of automated meter reading

administrative and billing issues, such as how to handle electronic **data** exchange with alternative **power suppliers**, and determining when **consumers** can change **power suppliers** (e.g., anytime they want, or only on a designated day each month)

determining if and what fees would be charged for activities such as changing the **power supplier**

and how to continually educate consumers, employees and directors.

How much does it cost to...got caught short because the power marketer from which it was buying power, Federal Energy **Sales**, itself defaulted. All told, the Springfield municipal, with an annual budget of \$125 million, faces...

...Central and Southwest Corporation. If this deal is consummated, it would create a \$28 billion **energy company** stretching from Canada to Mexico. It would be the nation's largest utility in terms...don't sell energy to consumers. Many co-ops earn a small margin on energy **sales**. On the typical electricity bill, energy, distribution access and margins are rolled into one number...

... to do something similar for their members on an aggregated basis. For example, the Illinois **Manufacturers** ' Association (IMA) is offering **energy** services to 3,000 members, which together own over 4,300

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Indeed, the law...their similar preferences. In contrast, if Bloomingdale's and Neiman-Marcus patronize a single outside **consultant** who advises on interior decor or window displays, then the implicit cooperation is notable because...

... apparent when considering cases such as law schools' implicit cooperation with respect to outside fundraising **consultants** and auto makers' disinclination to use the same advertising agencies but willingness to advertise in the same media. If schools declined to cooperate over **consultants**, we might attribute their behavior to fears of getting advice that was too close to...

... dissimilar as likely to be inferior. The fact that some firms cooperate by employing outside **consultants** can be explained instead by suggesting either that equal division of the raw (monetary) kind...

...to these organizations<sup>20</sup> or that the schools are sophisticated customers who can always reject the **consultant**'s advice if it seems biased, inferior, or inappropriate to their competitive positions. Similarly, the ...

... be insufficiently competitive - favoring one's adversary - and that creative geniuses who are difficult to **monitor** might devote more **energy** or **use** their best ideas to satisfy a competitor's needs. In contrast, the location and even...cooperate explicitly at the retail level although there is some implicit cooperation by way of **sales** through independents with nonexclusive supply contracts. Explicit cooperation is easy to imagine. Exxon, Shell, and...

... order from L.L. Bean because it too may reveal proprietary information about its own **sales** expectations, and L.L. Bean may not want to supply Lands' End because to do...or buy it from an outsider with some conditions attached regarding the outsider's other **sales**.

Footnote:

4. The discussion below takes account of the fact that municipalities may compete with... is unconvincing because cooperation might still be worthwhile through a dealer who precommitted to buy **gas** from competing **suppliers** at a uniform price, because occasional monitoring with severe penalties ought to discourage dealer fraud...

25/3,K/11 (Item 11 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01742536 03-93526

**Bringing energy to the home**

Rosenberg, Martin

Utility Business vln7 PP: 32-35 Nov 1998

ISSN: 1097-6981 JRNL CODE: UTB

WORD COUNT: 1622

...TEXT: on a buying spree. Puget Sound Energy has teamed up with Duke Energy to market **energy** in the West. In the **company**'s 1998 annual report, Weaver and Puget Sound Energy Chairman Richard R. Sonstelie write, "We...nervous about investing."

Not Puget Sound Energy, which has launched a three-year effort to **install** CellNet technology to remotely read 700,000 electric and natural **gas**

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meters, about half of the **company** 's 1.4 million meters. "We can do it cheaper because we have both (electricity...

...that it intends to remain in the meter-reading business.

Utilities will need sophisticated meter- **reading** networks to encourage **consumers** to curb **power consumption** during periods of peak **demand** . When wholesale prices spike-as they did last summer-utilities are left saddled with substantial losses. That is because many utilities **buy** electricity in deregulated, potentially volatile wholesale **markets** and **sell** into regulated retail **markets** . Ultimately, **consumers** must be the ones who respond to price signals, Weaver maintains. "It should be up...

... they want to buy at that (high) price, not utilities," he says. That will require **installation** of sensitive meter-- reading technology.

(Photograph Omitted)

Captioned as: Puget Sound Energy's Bill Weaver...

... Today, Weaver is in regular contact with companies selling software or call services, small independent **power producers** , trading companies and a range of other services and products. "These sort of businesses more...

... in submarines. Change in the energy world will accelerate. Concerns about the environment or declining **energy supplies** may once again come "rushing back" as a top issue, Weaver says. A new, deregulated...

25/3,K/12 (Item 12 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01737183 03-88173

**The common law "duty to serve" and protection of consumers in an age of competitive retail public utility restructuring**

Rossi, Jim

Vanderbilt Law Review v51n5 PP: 1233-1321 Oct 1998

ISSN: 0042-2533 JRNL CODE: AVL R

WORD COUNT: 39873

...ABSTRACT: a system benefits charge will no longer provide adequate financing. It is doubtful that a **sales** or industry tax on electric power supply will be enacted in the near future, so...

...TEXT: in his trachea helps him breathe.

Montray needs machines to survive, yet last month the **power company** turned off the **electricity** to the baby's Orlando apartment because his parents hadn't paid the bill for...

... residence, school, or business. For customers, retail competition promises to offer a "choice"ls of **power suppliers** .14 Laws in many states currently prohibit such retail shopping15 or allow it for only... run, application of extraordinary service obligations to distribution companies that succeed public utilities in providing **sales** to small customers can coexist with improved efficiency in retail power markets. Continuation of extraordinary...

... desirable, a system benefits charge will no longer provide adequate financing. Instead, a national retail **sales** or industry tax on electric

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power supply may be necessary to fund access for low income customers. A national **sales** or power supply tax on electricity will likely prove the most efficient mechanism for enhancing...The Indiana Supreme Court, for example, imposed an unequivocal duty to provide service upon a **gas company** after the **company** had refused to serve a potential customer connected to its mains. The court reasoned:

Mr...

...trust for the benefit of the public, has been likened to the exercise of the **power** of eminent domain. Accordingly, a **gas company** is bound to supply **gas** to premises with which its pipes are connected." Mr. Cook, in his work on Stock...

...all." . . . In the view of these authorities, we are constrained to hold that a natural **gas company**, occupying the streets of a town or city with its mains, owes it as a...

...to serve, even with no statutory authorization. For example, the Indiana Supreme Court ordered a **gas company** to allow a prospective customer to interconnect with its gas lines, despite the utility's...a community "located about a mile and a half beyond the then terminus of the **company**'s **gas** mains, but within the Third Ward of the Borough of Queens."76 Although the extension... restrictions on service cut off, or if representations were made to a customer by a **sales** representative, a utility may have an obligation to give actual notice.los

In addition to...pose problems for planning risk management, and "gaps" in such contracts will always exist. For **sales** of goods, once service under such a contract commences, a supplier has an obligation to...

... per ton on a Department of Labor price index. However, over time incidents such as **oil** embargoes and inflation cause the **supplier**'s production costs to exceed the agreed index, so that if the seller continues to...Transmission Access

Following the introduction of electric utility rate regulation, utilities experienced decades of steady **sales** growth and declining prices. Between 1906 and 1970, the industry more than quadrupled its number...many large customers of electricity realized that significant savings could be realized by self-generating **electricity** or buying it from independent **power producers** ("IPPs"), which are non-utility firms that have entered into electricity generation markets. As IPPs...

... nearly fifty major firms and many more small firms bidding to meet the demand for **power**.183 Unregulated **power producers** are now bearing many industry risks, such as the risks of construction cost overruns, formerly ...

... natural gas pipeline companies file open access tariffs with FERC lso and unbundle natural gas **sales** and transportation.lsl Similarly, Order No. 888 requires all jurisdictional electric utilities to file wholesale... their power elsewhere, so consumers generally remain captive to the incumbent even though lower-priced **power** may be available from another **supplier**. The result is to limit participation in retail markets to large industrial, governmental, and large...

... in the United States.205 California's plan envisions giving all customers a choice of **power suppliers** after a four year transition period.206 Customers under California's plan will have a...

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... it is a provider of last resort power, but the DisCo is not necessarily the **power supplier**. Instead, customers, through brokers or marketers, can choose alternative suppliers. The DisCo gives these suppliers...

... the power exchange, a market that is open to all suppliers, including out of state **suppliers** and municipal utilities. The **power** exchange, which has no financial interest in generation, is designed to "foster and sustain the... emerged as significant players in the Pool market, which accounted for fifteen percent of electricity **sales** in 1993. The futures market offers contracts on a weekly basis for a maximum of...

... by market participants. The Pool also provides for instant market purchases, allowing participants (limited to **producers** that can deliver **electricity** on fifteen minutes notice) to adapt production to actual demand. After spot market prices have...consideration of the costs of the traditional duty to serve. Moreover, a system that allows **power suppliers** and customers to choose to deal with each other, especially if left unregulated, may allow...

... such as lowincome residents, or to cease service however they wish consistent with retail power **sales** agreements. In at least one state, concerns over the implications of competition for the duty...service delivery. If a supplier refuses service to a customer, the customer must find alternative **suppliers**, and competition in **power** generation will likely provide customers a range of power supply qualities.<sup>23</sup> And, should a **power distributor** refuse to extend or continue service to a customer because it is not profitable, the...

... DisCo must provide a "basic service" option to those who do not choose an alternative **supplier** for **electricity**, are refused service by a retail **supplier**, or have been disconnected.<sup>6</sup> In some states, this will be regulated at a rate...analysis to the regulatory compact, loses much of its relevance, since customers themselves may select **power suppliers** on a month-to-month basis.

Further, in a competitive retail market, the same rationales....

... 255 This cost sharing advantage, however, is significantly reduced in a competitive market in which **power suppliers** face alternative customers for their capacity; it may apply to distribution service, but, absent excess...

... that customers have good information about power supply options and the terms of power supply **sales** contracts, when compared to the DisCo, the customer will be the superior bearer of the other purchases, such as purchase of an automobile. Offerers of such **sales** are likely to provide creative financing options, often offering consumers who are poor credit risks...

... should regulators attempt to find ways to shift some of the extraordinary service obligations to **power suppliers** or marketers? Second, absent the traditional levels of vertical integration, how is the DisCo to...

... should the DisCo have some other mechanism for shifting the risk of supply shortage to **power suppliers** or others? If the former should be the case, residential and small commercial customers are...

... many of the benefits of retail competition. However, because DisCos may have little notice of **power** needs-and no time to notify **suppliers**-it may be a challenge for them to plan for reliable power. Third, and most...

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...of basic service via a ballot system; third, regulators can assign basic service obligations to **power suppliers** following a competitive bidding auction conducted under regulated terms; fourth, as some consumer advocates have suggested, regulators could assign the obligation to **power suppliers** in proportion to their market share, similar to residual assignment of risks in insurance markets...to the average consumer.

1. A Mandatory Power Supply Pool: Applying Extraordinary Service Obligations to **Suppliers** or Marketers of **Power**

A recent analysis of the tension between the traditional duty to serve and competition in...

... efficiency perspective. The mandatory basic service supply pool would provide no opportunity for basic service **customers** to participate in the **market**; basic service **customers** would **purchase** power from the DisCo. The DisCo may acknowledge the basic service pool on the customer's bill, but there would be no way to identify the specific **supplier** of the customer's **power**. Thus, the mandatory power pool would do little to educate customers as to the benefits...

... problem with the mandatory basic service pool is that it risks price distortion in the **power** supply market. Because **power suppliers** would be required to contribute a portion of power to the pool, the pool would...

... with the mandatory supply pool, so conceived, is that it extends a portion of the **power** service obligation to **power suppliers**. This issue is likely to be highly contested in the states in the coming years, as states begin to license new **power suppliers** in proceedings that will differ from traditional certificate of convenience and necessity proceedings where a...

... service obligations to power supply markets. In Illinois, prior to participating in the competitive retail **power** market, **power suppliers** must certify to state regulators that they are willing to serve the portion of the... its service area and to bear the risks and spread the costs of nonpayment or **power** shortages.

Neither **power suppliers** nor retail marketing or brokerage firms should be subject to extraordinary service obligations, because the...

... to bear this obligation while also providing competitive power options to its customers. Of course, **power suppliers** and marketers may need to be subject to state registration, perhaps through a modest licensing the extent they read their **power** bills, may see a change in **supplier**, and thus may learn something about the availability of choice in the market. However, to...

... responsibility for arranging the service, but customers here would also see a change in the **electricity supplier** on their monthly bills.

For example, the Vermont restructuring order provides that the Basic Service...

... a part of its Standard Offer for customers who have not opted to enter into **power** supply arrangements with unregulated **suppliers**, DisCos are required to arrange for a "last resort" **power supplier**.<sup>279</sup> Rhode Island requires each DisCo to "periodically solicit bids from nonregulated **power producers** for such service at market prices plus a fixed contribution from the electric distribution company...

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... successful in policing bidding, this option would not provide the incumbent utility or its retail **sales** affiliates any unfair advantages. Yet with this approach an issue regulators must address is how...

... into power markets will exist. In addition, bidding contracts, once signed and approved, may require **suppliers** to hold **power** in reserve for basic service, reducing the amount of power in competitive supply markets, or... from basic service. The NCLC model statute allows consumers, after opting to select among competitive **power suppliers**, to come back to basic service but imposes a penalty for consumers that do this...

...system.

Second, as with the telcom proposal, the service obligation can be extended to unregulated **power suppliers** or marketers, which may be allocated responsibility for contributing power to the basic service pool based on market share or a random measure. However, in unregulated **power** markets, **power suppliers** will not have very accurate information about customer needs; instead, the DisCo, which is the...

... by long-term bidding contracts, may be able to extend some of this obligation to **suppliers** or marketers. Compared to **power suppliers**, the DisCo is the superior risk-bearer of an increase in basic service demand and...

... market share approaches each attempt through regulation to extend some of the service obligation to **power suppliers** or marketers. To police against slamming and other consumer abuses, particularly those associated with informational problems in **power** markets, **suppliers** and marketers are-and should be-required to register with the governing body in states...

... current obligation to provide electricity will be replaced with an obligation of the regulated distribution **company** to connect and deliver **electricity** for all customers requesting such service."21 The New Hampshire Commission considered, but rejected on...service power will be minimal.

Nevertheless, even absent complete vertical disintegration, unbundling of DisCo power **sales** and procurement can be achieved financially through requiring DisCos with generation to bid into the...

... for power. If a DisCo is mandated to bid its power into the exchange before **selling** basic service to **customers**, **customers purchasing** basic service would realize more of the benefits of competition than under competitive bidding, because mandatory bidding into a power exchange facilitates decoupling DisCo basic service power purchases from power **sales**. Under such an approach, the DisCo has an adequate incentive to purchase from the exchange...

... cost power, or it will risk losing basic service customers to alternative suppliers if those **customers** opt to participate in the direct retail **purchase market**. With such institutional reforms, imposition of a duty to serve on DisCos, to be financed...will face the possibility of feasible substitutes. For example, Capstone Turbine Company, a small generation **company** in California, is building remarkably efficient **power** generators that run on jet engine technology; they cost about half as much per kWh...

... distribution markets, a more efficient way to finance service obligations may be through a national **sales** tax on power distribution or supply, coupled with federal voucher and service extension grant programs



...

... of the tax could be directed to service extension grant programs to provide incentives for **power distributors** to build, maintain, and upgrade facilities in areas where it is not profitable.

One option...

... a direct consumption tax on power users, regardless of the route of distribution. A retail **sales** tax on kWh consumption, applied on a national basis, would maximize the tax base, since...

... base the smaller the excess burden of the tax. In addition, imposition of a direct **consumption** tax on **power supply** allows for revenue **collection** regardless of the distribution route, effectively providing for revenue even where there is bypass. Of...

... however, is that it is regressive. Put another way, because it applies equally to all **sales**, the poorest consumers would pay a greater portion of their income than customers with greater wealth.

An alternative, though still regressive, approach is an industry tax, applied to **power distributors** or **suppliers** on an ad valorem (percentage charge on the value of goods sold) or quantity (e...and the tax base, it would make the most sense to impose the tax on **power suppliers**. As with the retail **sales** tax, imposition of an industry tax ensures the broadest sharing of the costs and works...

... finance the duty to serve under plans such as those adopted in New Hampshire, but **power suppliers** will need to share a portion of the costs of the duty to serve as...

... common law doctrine may require alternative financing mechanisms, such as the establishment of a national **sales** tax or an industry tax on power supply, if society is willing to make a...comprising greater than 20 percent of U.S. residential customers, will have a choice of **gas suppliers** by the year 2000); see also KENNETH W. COSTELLO dc J. RODNEY LEMON, THE NATIONAL... path between suppliers and customers and thus consumers will not be able to choose specific **suppliers** for the **power** they consume, although they may be able to select a supplier for dispatch to a...

... the state action doctrine where a pervasive regulatory scheme prohibits requiring utility transmission of a **supplier's power** absent an exact identity of ownership between the generator and the end use consumer); see ... COMPETITIVE ERA 129 (1997). Moreover, with deregulation, it is expected that the number of private **suppliers** of **electricity** will grow, due to enhanced incentives for entering power supply markets and a movement away ...has an adequate remedy before the Public Utility Commission).

98. See Messer v. Southern Airways **Sales** Co., 17 So.2d 679, 681 (Ala. 1944) (stating that a duty to serve exists...

... App. 1988) (noting that a private developer may be impressed with a "public interest" to **install** water and sewer lines in subdivisions because of the common law duty for a business...Co., 60 N.Y. 628, 630 (1899) (stating that it was the duty of the **gas company** to use proper care to warn customers to protect themselves before they shut off service ...

...N.Y.S.2d 380, 382 (Albany County Ct. 1965) (stating that it was the **gas company's** implied duty advise its customers before it cut off their

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... As Andrew Wileman observed in Management Today: 'Products are being given away below cost (eg **buy .com** or Priceline.com) to build a **customer** base, while **advertising** rates for all but the highest traffic web pages are collapsing'.

That there will eventually...

...be seen in spades with internet companies.

But even after this upheaval the balance of **power** between **producer** and consumer will have shifted decisively in favour of the consumer. Click, click.

25/3,K/109 (Item 4 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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07905485 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**AEP Communications and Enermetrix.com Announce Internet Connectivity Between Monitoring and Energy Exchange Platforms**

BUSINESS WIRE

October 25, 1999

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1093

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... that results in more efficient, cost-effective energy transactions. The combined technology is used to **collect** and **monitor** real-time **energy usage** for **consumers** who post buy-orders for **electricity** and natural gas on Enermetrix.com's award- winning energy exchange. AEPC and Enermetrix.com...

... s intelligent Datapult System into the Enermetrix.com exchange, we are able to deliver a **market** leading, information rich service to our **customers** , allowing them to make smarter energy **purchases** based on actual data," said John Gaus, CEO of Enermetrix.com. "Enermetrix.com's goal has always been to focus on empowering our **customers** with the best tools to **buy** and **sell** energy over the Internet and our alliance with AEPC supports our commitment to this goal."

"Capturing and **monitoring** the **energy consumption** represents an important source of information for energy consumers," said Peter Thomas, vice president of...

... participants of the Enermetrix.com energy e-commerce system. The improved and more accurate consumption **data** will be used for creating **consumer** load shapes as part of the **energy** "buy-order" and **energy suppliers** will **use** these load shapes to build commodity price positions against the **energy consumer** 's requirements. In addition, **energy consumers** will have access to the **consumption data** to better understand **energy** utilization and improve energy management practices within each facility.

AEP Communications has developed and commercialized Datapult for advanced **monitoring** and metering of **energy** at a **consumer** 's facility. Datapult **Monitoring** is designed to improve a **company** 's bottom line by reducing **energy** , maintenance and administrative costs while arming them to take advantage of electric deregulation opportunities and...

... a customer information system and energy contract management capability that helps users make smarter energy **sales** and purchases. Using the Web

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as a fast and efficient medium for matching available **energy** with **consumer** needs, Enermetrix.com standardizes the **data** exchanged in the transaction and allows buyers and sellers to execute much quicker and lower ...

...began operating in 1996 as North American Power Brokers, Inc. to deliver energy brokering and **consulting** services to the deregulating energy industry. It changed its name in August 1999 to reflect...

...aepc or call toll-free 1-877-DATAPULT (1-877 328-2785).

AEP, a global **energy company**, is one of the United States' largest investor-owned utilities, providing energy to 3 million...

... United States, the United Kingdom, China and Australia. Wholly owned subsidiaries provide power engineering, energy **consulting** and **energy** management services around the world. The **company** is based in Columbus, Ohio. On Dec. 22, 1997, AEP announced a definitive merger agreement...

25/3,K/110 (Item 5 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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07733035 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**EVENTUS LOGISTICS: Eventus Logistics launches demand planning and forecasting software**

M2 PRESSWIRE

October 13, 1999

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 693

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... levels of production and distribution planning. This helps them to accurately anticipate all aspects of **market** demand, allowing them to produce what **customers** actually want to **buy**.

Demand Planner contains easy-to-use tools to automatically isolate user-defined problems within the...

According to Geoff Lane, Vice President of **Sales** for Eventus Logistics' EMEA operation: "Many companies have now re-engineered their ERP systems for..."

... and the technology is being developed to enable broader collaboration with business partners, including customers, **suppliers** and channel partners **using** the **power** of the Internet. Typical **Demand Chain** users include:

- \* Channels - **collecting** and aggregating channel demand
- \* Demand Planners - market forecasting, product management and market allocation
- \* Suppliers - advance...

...and market-specific models. Eventus Logistics models can take account of key company data including **sales**, orders, returns, seasonality, holidays, market indicators, Point of Sale data, events, causal factors and product ...

... initiative to continue to build partnerships with major ERP software vendors and establish a direct **sales** operation for the company's advanced demand forecasting software.

About Eventus Logistics